

# AMERICAN CATTLE PRODUCER

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CROWDIN' AROUND

JANUARY 1947

THE NATIONAL LIVESTOCK MONTHLY

# Pork versus corn meal

A REDUCTION in livestock is being advocated in order that the grain which would otherwise be fed to the livestock can be used to feed hungry people in other countries. Grains, say the advocates of livestock reduction, will provide humans with more calories if eaten in their natural state than will the meat which might be produced from them.

Nutritive values cannot be determined solely by caloric count. This fact is made evident in a study entitled "Using Resources to Meet Food Needs" published in 1943 by the Bureau of Agricultural Economics of the U. S. Department of Agriculture. In this study the Bureau considered the various elements that determine nutrition—calories, fats, minerals, vitamins, etc.—and by weighting them in a

manner which the researchers believed warranted, developed a relative measure of food values based on what can be obtained from different crops per unit of land resource. According to this measure pork has a rating of 201 against a rating of 181 for corn meal.

In other words, it would seem from this study that our nation's tremendous corn production is more valuable to the human race in the form of pork than it would be in the form of corn meal.

Thus there is warrant for believing that the nation's farmers would make a greater contribution to the world's hungry people by increasing their production of grains and other livestock feeds than they would by reducing the number of meat animals which they make ready for the market.

*Albastwood*  
President

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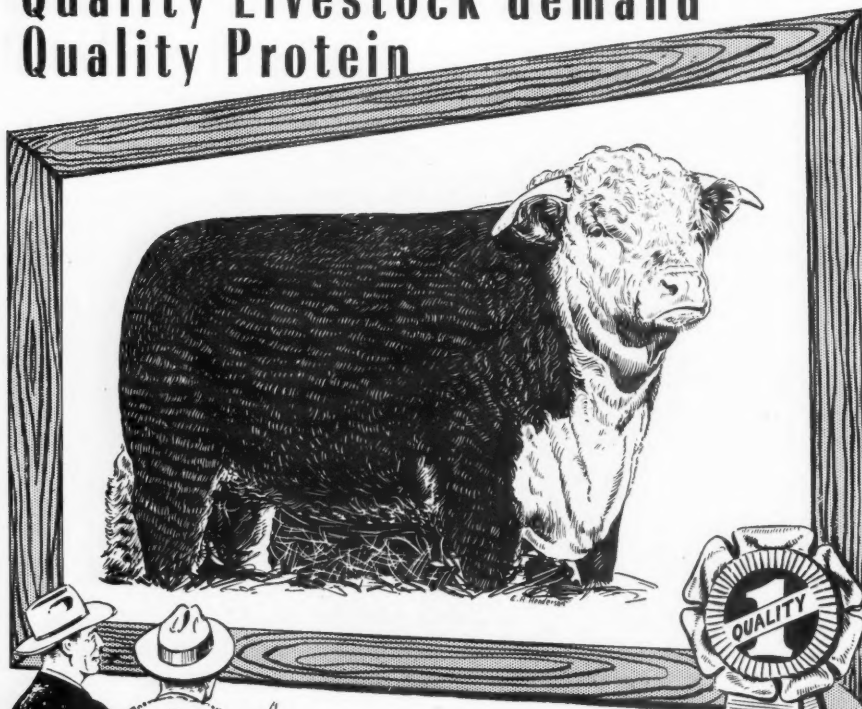
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## Letters To The Editor

**FROM ACROSS THE SEA**—You will shortly receive from London an international money order for 5 pounds, as subscription to your most interesting journal for six years. I would like to say that it is passed along and thoroughly enjoyed by quite a number of English cattlemen. "Keep her rolling." Best wishes for the New Year.—J. P. PAYTON, Herts, England.

(The good wishes are sincerely reciprocated to our British friends.—Ed.)

**WE'D LIKE IT TOO**—I appreciate the PRODUCER and its information. Wish it could have more circulation to the general public, especially those concerned in the carrying out of our government policies. (The magazine does have a fairly sizable Washington circulation list.—Ed.)—P. H. HUMMEL, Boulder County, Colo.

**Editor's Note:** Mr. Hummel also requested that marked copies of the November and December issues, carrying Humbert Rees' article on The Cattleman and the Forest Service, be sent to members of the Service not already reached through regular channels.

**GLAD WE CAN HELP**—The first issue of your magazine has arrived. The Camp Drake library has arranged a special place to display your magazine along with others on the subject of agriculture. Thus (it) will be available to the G. I. students and, in addition, many others that visit the library. Thank you for sending (this). I am sure it will be helpful and appreciated by a large number of people.—RUSSELL E. HOWWOOD, Instructor in Agriculture, G. I. College of Knowledge, Hqs. 1st Cav. Div., Overseas. (Continued on Page 38)

## AMERICAN CATTLE PRODUCER

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AMERICAN CATTLE PRODUCER



**NOW THERE IS** foot-and mouth disease in Mexico and the U. S.-Mexican border has been closed to the importation of livestock and meat

As yet localized, according to our most recent information, to the Mexican states of Vera Cruz and Puebla, the outbreak presents a threat to our sanitary authorities and livestock industry. Mexico must see to it that the disease is stamped out before it spreads. It is hoped that that country will quickly adopt the only method found of getting rid of such infestation, that of slaughter of infected or exposed animals.

## A Sound Basis for Relief

**T**HE relief problems of the near future are not of a character which would warrant (grants of) enormous sums of money . . . under conditions which would leave . . . no effective control by the grantor. (We) will not send free shipments of food . . . to countries which are . . . maintaining a large army which has to be fed and supplied." The above is the American policy as defined recently by Dean Acheson, acting secretary of state, now that UNRRA is about to expire. The policy now involves recommendations to Congress of direct grants by Congress to various needy countries.

For four years UNRRA has distributed food to destitute countries, and undoubtedly has saved many, many lives; but now that the question of continuing the aid arises, it is good to see that a more practical plan is going to be used. UNRRA left entirely too much room for the employment of our benevolence (the U. S. supplied about 75 per cent of the 4 billion dollars spent by UNRRA) to uses other than those intended and in fact even against our interests.

We believe the State Department's policy is a sound one. Charity, to be sure, is one of the finest qualities of man, but to extend it in a way that invites abuse and misuse of the gifts may be worse than giving none at all.

## Price Support Problems

**O**NE of the big issues the new Congress will face is price support legislation. The set-up we now have has recently run into trouble. More trouble may be in store. Recognizing this, Secretary of Agriculture Anderson recently addressed a letter to congressional committees in which he said:

"The basic relationship between our agricultural price support commitments and production levels for the various crops involved is one of the fundamental questions before us at this time. As you know, farmers have been promised price support at not less than 90 per cent of parity on many important agricultural commodities for two full calendar years after the formal declaration of the end of hostilities. While this congressional provision is very sound—giving farmers deserved protection during the transition from wartime to peacetime operations—it is obvious that under certain conditions and for certain commodities this support can serve to prevent the development of production patterns in line with peacetime needs."

Then the secretary proceeded to tell about the potato worry

—first of the major "surplus" crops worries; that it would cost the government a net of \$80,000,000 in 1946 to support potatoes under the Steagall amendment. And a similar problem may arise for other commodities, he said.

Suggestions to solve the problem include the use of price supports to control production, lowering of present supports to encourage consumption but payment in the meantime to farmers of the difference between selling and support prices, and the use of support prices only during the season of the year when production is heavy.

We seem to have got to a point where we think there is some master plan that will cure all our ills if we only can find it, and the idea persists in spite of the many failures already behind us. Look how OPA, with all its good intentions and carefully worked-out regulations, tangled things up. That ought to be sufficient answer to suggestion No. 1, to use prices to control output. The second suggestion, which is after all only a subsidy, is just as vulnerable. We tried out subsidies, with little or no success. The third suggestion, under which prices would be supported part of the year, would likewise seem doomed to failure, if we are to judge by our recent past. If a full-fledged subsidy program cannot work, surely there is no reason to think that a part-time payment plan will.

Inquiry into the whole program of price supports, as Secretary Anderson suggests, is a good thing. As to whether such an inquiry can bring forth the ideal that is sought—that farming may become a sure-fire profitable vocation—is another matter.

## A Study into Distribution

**T**HE advisory committee, recently named to map out policies for the Research and Marketing Act of 1946, has had one meeting and undoubtedly steps will soon be taken to set up arrangements in the Department of Agriculture for its functioning and some projects may be outlined for discussion. An administrator has been named—E. A. Meyer. It is expected that state authorities will lend their counsel.

Much of the work of this committee, as we understand it, will center on the problems of distribution—a field that has apparently been somewhat neglected. We have heard the contention that had more study been made of distribution problems, we never would have known of such things as plowing under the crops and killing little pigs. Certainly, at least, having that experience of surpluses behind us and a prospect of some to come, it is entirely proper to make a thorough study into all possible avenues of distribution to see what can be done for surpluses and normal production.

The 11-man advisory committee, which has competent representation of the various agricultural fields, (and on which the livestock industry is represented by Albert K. Mitchell, Albert, N. M., former president of the American National Live Stock Association) merits the abundant support of all livestock and agriculture interests.

## LAST-MINUTE PROGRAM NOTES

**A** little more press-time information has come in on the convention program: R. L. Adams, professor of farm management and agricultural economics at the College of Agriculture, University of California, in Berkeley, will discuss "Agriculture's Stake in Reciprocal Trade Agreements" . . . Wesley A. Hardenbergh, president, American Meat Institute, Chicago, has chosen "Coming Changes in the Meat Picture" as the theme of his speech . . . Rilea W. Doe, vice-president of Safeway Stores, Inc., Oakland, Calif., will explain why he advises "Don't Be Your Age!"

The times for some of the lighter entertainment have also now been set. (These events were mentioned briefly in the convention story, page 9 of this issue): The cattlemen's smoker will take place at 6 p. m., Jan. 8; that same evening the ladies will attend a dinner at 7 p. m., in the Westward Ho. The buffet dinner dance and floor show for all delegates and guests will be held in the Shrine Auditorium at 7 p. m. on Jan. 9. The breakfast for association presidents is now scheduled for 8 a. m., Jan. 10, at the Westward Ho; the secretaries will breakfast together at 7:30 a. m., Jan. 9, at the Adams Hotel.

See you at Phoenix!

## Public Lands Group Outlines Objective

IN THE THIRD MEETING OF THE Joint Livestock Committee on Public Lands, held Dec. 19-20 at Denver, the following principles were proposed for embodiment in federal legislation:

1. The owners of the dependent private land be permitted to purchase public lands which have through existing laws been allotted to them for use in connection with their private lands.

2. The lands sold to such permittees shall be at a fair appraised value upon the carrying capacity of the land.

3. Ten per cent of the sale value of the land shall be paid down at the time of the purchase; balance to be payable at the option of the purchaser in not more than 30 equal annual installments, with interest at 1½ per cent, or to amortize for a period of not more than 30 years at the same rate of interest.

4. Ninety per cent of the funds received from the sale of the lands to be returned to the state in which said land is located, to be disposed of as the legislature of the several states shall determine.

5. Patent to the lands disposed of shall contain provision reserving oil and mineral rights, together with the right of ingress and egress for prospecting, development and extraction of oil, gas and minerals.

6. Patent to contain, further, the provision that the owner of the surface right shall be reimbursed for damages occasioned to crops, including grass, and improvements by prospectors and operators in this connection.

The program framed at the conference will be presented to the several state livestock association meetings, a number of which will be held in January, and to the annual meetings of the national associations to be held next month, for the approval or rejection of the livestock industry.

It was again brought out that the public domain, which in general consists of the lands lying in the lower altitudes of the seven western states, and for which water for irrigation is not available, are suitable only for grazing. They do not permit of year-round grazing in most states, and can be put to productive use only when that use is connected to developed ranches and grazing areas upon which the livestock can be run during the season of the year when the public domain is not available. This generally means that winter feeding is carried on on the public lands and summer grazing operations are carried on on private lands.

In addition to regular members of the committee there were present, among others, Frederick P. Champ, Ogden, Utah, chairman of the public lands committee, U. S. Chamber of Commerce; L. A. Rozzoni, representing the American Farm Bureau of California as vice-chairman of the national

livestock committee; Arnold Joyal, Oklahoma University, representing the National Education Association; Dr. A. F. Vass, agricultural economist, University of Wyoming; M. M. Kelso, ranch economist, Montana State College, Bozeman; Craig P. Minear, executive secretary, Colorado Educational Association. The latter named men were present as representatives of the several organizations and institutions named, to work with and assist the committee.

Congressman Frank A. Barrett of Wyoming, who was present for a part of the meeting, agreed that if the livestock industry as a whole approves of the plan, he will prepare and present legislation, on the principles involved, to the national Congress. It is possible that this will be in the form of an amendment to the present Taylor Grazing Act legislation. The present legislation recognizes the continued right to use the lands in question by the owners of the base property dependent upon said land. The only change would be that the owner of the base property could purchase the public areas upon which his private lands are dependent.

Once again the livestock industry must face tariff trouble. Trade agreements negotiations with 18 nations have been announced, and among the many tariff items to be considered are cattle and beef.

Already a brief in the matter has been filed by the American National Live Stock Association. Prepared by Association Secretary F. E. Mollin, it argues from many angles the point that the cattle industry of the United States must have tariff protection against low-cost competing countries.

The established policy of the American National opposes reduction in tariff, a policy based upon recognition of the fact that domestic producers cannot compete on equal terms with producers in foreign countries. The livestock industry in the United States must pay higher costs than ever before, labor rates are at an all-time high, taxation is and must be a great burden and government is becoming costlier.

The brief argues that the protective tariff policy is, as well, also necessary for the well-being of the country as a whole.

The measure of protection needed, says the brief, is that high enough to protect American producers when supplies of their product are so heavy in the domestic market that prices decline to a point to make production unprofitable, and low enough to protect consumers when production in this country is relatively light and prices might rise to an unreasonably high level.

The brief tells of the great production

## RECENT FREIGHT RATE RISE MEANS BILLION TO CARRIERS

The Interstate Commerce Commission has authorized, effective Jan. 1, freight rate increases averaging 17.6 per cent throughout the country and amounting to a billion dollars a year to the country's rail and water transporters. Reason given for the granting of the increase is higher labor and operational costs. Six per cent raises will apply in the eastern part of the country and 11 per cent elsewhere.

In making the change permanent, ICC explained it on a basis of 20 per cent for general freight and 15 per cent for agricultural products (except fruits and vegetables) and livestock. Included in the increase is the previous temporary 3 per cent rate increase.

The railroads had asked for a 19.6 per cent average increase, claiming that even such amounts would not cover their higher wages and other costs of operation, up over pre-war figures.

The ICC made announcement also that rail passenger fare increases of 10 per cent allowed in 1942 as a temporary emergency measure have been made permanent.

## Tariff Battle Ahead

capacity of our country's livestock industry, how during the war it provided meat for soldier and civilian in greater quantities than any other nation. "It certainly is not good national policy to make ourselves dependent to any important degree upon foreign sources of supply of any of our most essential products which we can and do produce ourselves." The war clearly demonstrated the need for protecting essential industries, the brief holds.

It is also argued that we have an adequate beef production plant in this country to supply normal needs of Americans; that it is inconsistent now to seek lower tariffs to invite more beef when another agency of the government, the Department of Agriculture, at the same time asks that livestock goals for the country be reduced; that today's level of meat prices must not be permitted to have any bearing on tariff negotiations, since the meat industry has had all too short a time in which to straighten out the mess created under OPA and other government regulations; that most of the tariffs applying to the meat industry have already been sharply reduced from their 1930 level; that conditions in the world today are so unsettled that to base new tariff rates on them will lead only to future trouble.

In January oral argument in the matter will be made before the tariff commission in Washington. Printed copies of the brief here reviewed are available at the office of the American National Live Stock Association, 515 Cooper Bldg., Denver 2, Colo.

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# The Phoenix Convention

THE hinges on all doors down at Phoenix are being thoroughly oiled, preparatory to swinging wide for the coming convention of the American National Live Stock Association. Reports coming to the Denver office give assurance that there won't be anything creaky about the welcome they're fixing up for this, the Golden Anniversary meeting, Jan. 8-10. There will be many fine conventions in the future, but everyone seems to feel, and rightly, that this 50th annual marks a true milestone in the affairs of the organization. It's a good time to take stock, to pat ourselves just a bit on the shoulder for past accomplishments on behalf of the live-stock and beef industry and to plan our strategy for the future, which undoubtedly will continue to bring its share of plaguing problems — problems which are in effect the very reason for this association's being and quite veritably its "meat."

## Convention Speakers

Speakers who will bring us important messages in the course of the business sessions include the following: D. J. Guy, manager of the natural resources department of the United States Chamber of Commerce. Appropriately enough, Mr. Guy's topic will be "Rugged Regional Individualism on Natural Resources." . . . Dr. Alfred Atkinson, president of the University of Arizona, will discuss "The United States and World Stability." . . . H. E. Babcock of Cornell University, Ithaca, N. Y., has taken for his subject, "I Am Sticking with Live-stock." . . . Fred H. Bixby of Long Beach, Calif., president of the American National in the years 1922-25, has entitled his address, "Reminiscing." The response to the welcoming remarks will be delivered by J. C. Eaton of Minot, N. D.



This is downtown Phoenix, as American National conventiongoers will see it when looking north on Central Avenue. (Phoenix Chamber of Commerce photo.)

Final arrangements are being made on the program as the PRODUCER goes to press, but the foregoing should serve as fair notice that the business part of the meeting, while unquestionably offering enjoyment by virtue of the excellence of the speeches by these well informed people, will also have much that will prove concretely helpful and educational to the stockmen and their guests.

In addition the delegates will hear full reports from committees and officers on the work done since the last meeting of the American National Association, at Denver; those leaving Phoenix after

the three-day meeting is ended should be fully posted on the activities of their national association in such directions as what led to the abolishment of OPA regulations and the accompanying subsidy programs. The matter of meat prices will be gone into; the cattlemen should get a pretty good idea before they return home on the whys and wherefores of existing conditions and what changes they can reasonably expect in the coming year. The Argentine beef question will be taken up, as will the master trade agreements about which announcement of public hearings was made last month. Cattle numbers, an ever-important question to the beef producer of the country, will come in for considerable attention; the work of the Joint Live-stock Committee on Public Lands will be outlined, and not by any means the least important of the items on the agenda will be the place the junior stockman of the nation is to have in the American. In this respect, those young men and women who already belong to junior state groups will lead in working for a strong national club. All juniors will

meet at luncheon on the 8th and breakfast the 9th at the Adams.

Anyone who has read thus far and is getting just a leetle bit worried about where the fun's going to come in may relax. Already planned are: a smoker; dinner for the ladies; buffet dinner and dance; breakfasts for the presidents and secretaries. Other miscellaneous and spur-of-the-moment doings may also be logically anticipated! It's going to be well worth your while, ladies and gentlemen, from every standpoint . . . so get your hats, put on your boots and come—even if you have to saddle up Old Paint to get there.

# Meat Industry Margins and Costs

A Study by Knute Bjorka, Bureau of Agricultural Economics

Reprinted from Marketing and Transportation Situation

## (Conclusion)

Meat packing concerns and nonslaughtering processors wholesale their own products. Other wholesalers also handle part of the product. Sale at wholesale may be through the wholesale department at the plant, through the packer's branch houses, by car routes, by truck routes and through jobbers and brokers.

Most of the branch houses are operated by the larger packing concerns, but several other packers who distribute products over wide areas also maintain some branch houses. The method of selling at a branch house is rather similar to that employed at the wholesale market at a packing plant. The number of branch houses in operation has decreased during the last two decades.

The car-route system is designed to supply dealers in the smaller cities, towns and villages along railroad lines with packinghouse products in less than carlot shipments. Stops are made at designated points for unloading the products previously ordered by dealers. Truck routes have replaced car routes to a considerable extent in recent years. Motor-truck transportation has certain advantages over rail transportation of meat in that definite routes and schedules need not be followed, and deliveries can be made directly from the packing plant to the retail store. Wholesalers, jobbers, and agents or brokers sell mostly to retail meat dealers, restaurants, hotels and institutions. Local packers generally use the wholesale market at the plant for disposing of most of their meat. If they distribute to other communities they may

also operate truck routes. A packer may employ several of these methods.

## Margin for Wholesaling

The average margin for distributing meat wholesale in 1939, including outward transportation, was estimated at 7.7 per cent of the wholesale value of the product. This estimate takes into account the sale of all of the meat by packing plants, and the sale of that part which is handled a second time by independent wholesalers and jobbers.

About 62 per cent of all products distributed by meat packing companies in 1939, according to the Census of Business, was sold through manufacturers' sales branches with stock. The cost of distributing through branch houses was 6.8 per cent of net sales. Service and limited-function wholesalers reported costs equal to 11.1 per cent of net sales, which probably included sales from pedler trucks. The lowest cost of distribution was by agents and brokers, amounting to 1.1 per cent of net sales.

Fifty-two per cent of the cost for wholesale distribution of meat was made up of all salaries and wages in 1939, according to both the Census of Business and the Federal Trade Commission. The expense for outward transportation was 1.2 per cent of net sales, or 18 per cent of the total distribution expenses. Expenses for advertising, for sales promotion and provision for bad debts were relatively small.

Packers' costs of distributing meat and meat products wholesale vary considerably. The main reason for the variation apparently is that both the chan-

nels of trade and the kinds of product sold vary. These, in turn, are closely associated with the size of the unit sale and with the amount of service furnished by wholesalers. The cost of selling by carlots and truck loads through brokers may not exceed 12½ cents per cwt. The selling costs for large lots sold for local delivery are from 25 cents to 50 cents. Ordinary car-route operations may cost from 75 cents to \$1 per cwt., ordinary branch-house operations from \$1 to \$1.25 and small-order sales by pedler trucks from \$2 to \$2.25.

The average cost of wholesaling different products ranges from 50 cents to 75 cents per cwt. for carcass beef, veal and lamb to \$2 to \$2.50 for selling sausage and other manufactured specialties. Smoked meat costs from \$1.25 to \$1.50 per cwt. and cooked meat from \$1.50 to \$2.

As the size of the meat order diminishes, the selling cost per cwt. generally increases. The delivery cost per stop is nearly the same, regardless of the quantity delivered. The selling expense for small orders is practically the same as for large orders, and the clerical work is about the same.

The lower cost of distributing meat products by car routes than through branch houses apparently is attributable largely to the difference in the size of the unit sale, and to the service furnished by the wholesalers. A type of distribution involving relatively high cost per cwt. is the pedler truck which is operated by a driver-salesman who sells specialty products to small dealers, delicat-



Heifers belonging to Hal Cooper, Woodward, Okla., sold at the recent Northwest Oklahoma Cattlemen's Association sale.

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tessen stores, restaurants and so on, from a stock carried on the truck. The average order may not be more than 25 pounds.

### Margin and Costs for Retailing

Meat goes to consumers principally through retail meat markets and combination stores (grocery and meat), although some is sold through general stores. Only small quantities are sold directly to consumers by producers who do slaughtering.

The margin for retailing meat covers not only compensation for a variety of services performed by the retail dealer but it must also allow for losses in weight of the product because of waste from cutting, trimming, boning and shrinkage. The loss in weight resulting from cutting is generally considerably greater for beef than for other kinds of meat, chiefly because more boned cuts are produced. The cutting loss varies with the method of cutting.

Trimming losses are of two kinds, the removal of inedible parts that have virtually no value and trimmings that are edible but are of lower value than the value of the retail cut. The extent of trimming losses depends on how much the cut is trimmed and the use made of the trimmings.

In 1939, a total of 229,394 retail establishments handling meat was reported by the Census of Business. Of these, 42,360 were meat markets (including fish) and 187,034 were combination stores (grocery and meat). Ninety-six per cent of the meat markets were independently owned and 4 per cent were owned by chains. Of the combination stores, 89 per cent were under independent ownership and 11 per cent under chain ownership. The stores under chain ownership handled 38 per cent of the total value of products sold in combination stores that year, and independents 62 per cent. Chain meat markets handled only 10 per cent of the value of the products sold through meat markets, compared with 90 per cent in markets independently owned.

Both meat markets and combination stores (grocery and meat) of the chain type do a larger average volume of business per market than markets of these types under independent ownership. In 1939, about 73 per cent of the chain meat markets had annual sales of \$20,000 and over, but only 23 per cent of the independent markets had annual sales that high. Of the combination stores, 92 per cent of those under chain ownership had annual sales of \$20,000 and over but only 30 per cent of the stores independently owned had annual sales that high.

Many retail meat stores are of the cash-and-carry type, whereas others furnish both credit and delivery service. The cash-and-carry features apparently are relatively more common among chain stores than among stores under independent ownership.

### Self-Service Retail Meat Markets

Some self-service retail meat markets

are now being operated, principally on the Pacific Coast. Cutting, wrapping and packaging of meat is done in the cutting rooms at these stores. At stores where a large volume of meat is handled, meat cutters can devote their full time to preparing retail cuts. When using professional meat cutters in this way the cost of labor is reduced, if clerks without meat-cutting training keep the self-service cases replenished.

Retail distribution of fresh frozen meat is being developed. If this method is successful, it probably will increase the pre-cutting of meat into retail cuts at the packing plants, although some cuts may be prepared at central cutting rooms operated by chain stores and by supermarkets. If frozen meat is to be handled in self-service stores, it will require suitable refrigerator display and holding cabinets.

Meat markets also handle products such as poultry, fish, other sea food, butter, cheese, milk and eggs. According to the Census of Business, meat comprised 96 per cent of the total sales at meat markets in 1939. At combination stores, the sale of meat represented about 28 per cent of total sales, the rest being made up mainly of groceries, fruits, vegetables and dairy products. It is estimated that of all meat sold that year, 68 per cent was handled in combination stores and in other grocery stores that sold cured meat. About 30 per cent of the meat was sold through meat markets and 2 per cent was sold through other markets such as delicatessen stores and fruit stores.

The many different cuts obtained from a carcass sell in the retail market at widely varying prices. In general, the different cuts are priced on the basis of their anticipated consumer demand. For that reason it is not possible to determine directly the retail margin for individual cuts. However, the combined margin can be determined for all cuts that are obtained from a carcass or from a wholesale cut. This is done by deducting the purchase value of the carcass or wholesale cut from the combined income of all salable parts.

The average retail margin for meat in 1939 was estimated at 24 per cent of net sales. This was based largely on two studies of costs for that year.

Retail margins based on the selling price of meat should not be confused with the percentage mark-up on cost by retail dealers. A mark-up of 25 per cent of the cost price is equal to a margin of 20 per cent of the selling price. A 30 per cent mark-up on cost is equivalent to a 23.1 per cent margin on sales. The average margin of 24 per cent of the selling price, as shown in this report, is equal to an average mark-up of 31.6 per cent on the cost price of the meat.

According to the study by Tobin and Greer, the average gross margin for retailing was 5.6 cents per pound during the period 1925-28 when the average retail value of all meats was 25 cents per pound. The margin was 4.9 cents per pound during 1931-34, when the average



ing the second period.

### Margins in Different Meats

Retail margins are not the same for the different kinds of meat. According to Tobin and Greer, the average retail margin in 1925-28 was 30 per cent for beef, 37 per cent for veal, 15 per cent for pork and lard and 23 per cent for mutton and lamb. In 1931-34 when the prices were low the average retail margin was 35 per cent for beef, 42 per cent for veal, 25 per cent for pork and lard and 33 per cent for mutton and lamb.

The difference in the retail margin of various kinds of meat largely reflects the amount of processing and the amount of service furnished at the retail market. The retail margin for pork is relatively low as most of the processing—such as cutting, curing and smoking—is done in the packing plant. In the case of beef, veal and lamb, relatively more processing is done at the retail market. The boning of meat greatly affects the retail margin. In addition to the labor involved, the removal of bones decreases the weight of the product, which in turn increases the price of meat per pound.

Salaries and wages paid in retail establishments were estimated at 13.9 per cent of net sales in 1939, which was equal to 58 per cent of the gross margin for retail meat markets. This included salaries and wages paid the employed personnel and a reasonable allowance to the proprietors as compensation for their services of buying, selling and management. All other operating expenses amounted to 8.1 per cent of net sales and profits 2 per cent.

### Reducing Costs and Improving Efficiency

It has been pointed out that the margins in 1939 were as follows: Retailing 49 per cent, wholesaling 12 per cent,

retail price was 16.3 cents per pound. As the price of the product and margins did not change proportionately between these two periods, different percentage margins resulted. The average gross margin was 22.4 per cent of net sales in 1925-28 and 30.1 per cent in 1931-34. Wage payments were equal to 12 per cent of net sales during the first period and 16.6 per cent dur-

slaughtering and processing 30 per cent, and marketing livestock 9 per cent. When considering the question of reducing the margins between the price the producer receives for livestock and what the consumer pays for the meat it is well to keep these relationships in mind. It does not follow, of course, that a margin that is normally large for performing a given function is easier to reduce than one that is normally small for performing some other function, but it is obvious that a given percentage reduction is more significant if applied to a large margin than to a small one. For example, a 10 per cent reduction in the cost of retailing meat would be as significant in relation to the total margin as a reduction of 50 per cent in the cost of marketing live animals.

Margins for marketing and processing livestock and meat could be reduced by providing less service or by having the service performed more efficiently and at less cost. Reduction in margins might also be brought about by modifying present methods and practices.

The question is not only whether the marketing and processing margin can be reduced but also if such reduction is desirable. Farmers who slaughter their own livestock and sell the meat direct to consumers may receive the full amount the consumer pays. Likewise, the consumer who buys a live animal and slaughters it may not pay for either processing or distributing the product. Obviously, these methods of selling and buying have their limitations and for commercial purposes are generally not considered practical.

### Marketing Livestock

A marketing system that is efficient and equitable should be so organized and administered that the producer is paid for his livestock on the basis of its quality. The price the consumer pays for meat should be reflected in the price the producer receives for the live animal that produces meat of the same grade. The farmer should have access to as reliable market information as possible, which will aid him in choosing the markets most satisfactory for the kind and quality of livestock he has to sell at a given time.

In order to market livestock on the basis of its quality, use must be made of a standard grading system. Livestock may be marketed by grade either on a live weight basis or on a carcass grade and weight basis. There is strong indication that if either of these arrangements were in effect, animals of high quality would command higher prices than if they were sold in some mixture, and those of poor quality would be discounted. This, in turn, would serve to encourage the production of more animals of better quality.

Among market practices that are often wasteful and inequitable are "filling" livestock at the market to increase its weight, and reducing the weight of stags and "piggy" sows by applying dockage. The number of livestock markets and agencies that handle livestock apparently

is in excess of need, with some resulting lack of efficiency in marketing.

### Meat Packing

The cost of operating meat packing plants depends largely on the amount of processing carried on and on the type of products processed. The cost could be lowered by producing less processed products. However, over a period of years the trend has been to increase processing. This trend probably will continue.

Labor absorbs more than half the total expense of meat packing. There is no indication that the trend of higher wages will be reversed. Whether the efficiency of labor will increase faster than wages is also a question. Consequently, reduction in the cost of meat packing cannot be expected from this source.

A considerable item of cost in meat processing is for wrapping and packaging. The trend of demand has been toward packaged products and more costly packaging. New containers, more attractive to consumers, will probably be developed, with resulting increases in packaging costs. Better packaging, however, may actually result in net savings in the over-all cost by reducing shrinkage and spoilage. These items are important in the meat industry and may be considered costs, although they do not appear as expenses on the packers' books.

Other packinghouse expenses are relatively small per unit of output—none more than a fraction of a cent per pound. This includes power service—water, steam, electricity—refrigeration, etc. These costs should not be overlooked, of course, as efficient use of these may bring about some savings.

If all packing plants were as efficiently and economically operated as the best of the present plants, meat packing operations could apparently be carried on at less cost. Members of the industry doubt

(Continued on Page 28)



These Aberdeen-Angus, belonging to R. S. Gray of Trinidad, Colo., are thriving on a pasture that was useless until a storage pond to furnish water for the cattle was dug. The pond, which Mr. Gray says holds water "like a jug," is 11 feet deep and was built by removing 2,000 cubic yards of dirt. It had been found impossible to bring in a good well for the pasture; by resorting to this expedient the owner believes he can now keep the cattle on the pasture all season. The pond was partially filled from a snow last March and was completely filled after a heavy rain July 1. It is designed so that excess water, which may run around the spillway, will irrigate 40 acres of native bluestem to be fenced and developed into a hay meadow. (Soil Conservation Service picture and release.)

## MIXED MEAT

By LEO D. HARRIS

"SOME DAY," I THREATENED THE wild catalo poised on a high divide in the roughest of the rough Badlands along the Little Missouri River, "your picture will be hanging in my bunkhouse."

A picture lover's dream come true, she was large and powerful; she didn't exactly run, she flowed along. The very look of her—beautiful, proud and untamable—was a direct challenge to me.

Traveling Jenny, half buffalo and half Hereford, was the unruly "mixed meat" of the Dakota Badlands, defying capture for years. The animal, with buffalo blood predominating, grew large and powerful, roaming the Badlands at will and becoming an outcast from the herd of cattle in which she was born.

For years this "catalo," a beautiful white-face, held the unchallenged reputation of being the fleetest, strongest "mixed-meat cow" in the great Northwest.

### Two Years' Chase

For two years I tried to get a picture of "Traveling Jenny," but she always led me a merry chase into the wild, almost impassable reaches of the Badlands, through which the Little Missouri River threads its tortuous way in a jumble of swirling water, Badlands and timber.

Behind this startling animal was a thrilling story, reminiscent of the old covered-wagon days, when herds of buffalo and wild cattle stampeded across the great open spaces, and blood-thirsty redskins and untamed cattle comprised a double threat to the safety of lone-riding adventurers.

Traveling Jenny was the only white-face mixed-meat "catalo" of the race of rambling wild supercows of the Dakota





This was "Traveling Jenny." At right, Leo D. Harris, cowboy photographer of Killdeer, N. D., who got the only picture ever taken of the strange animal.

Badlands. She got her name, "Traveling Jenny," because of the way she avoided every effort to capture her or get close enough to take her picture. She was a descendant of the buffalo herd that played a part in the motion picture "The Thundering Herd." Her father was given to the Indians on Fort Berthold reservation to kill and have a feast. He made his escape and joined the herd of wild Herefords in the Badlands along the Little Missouri River, later being captured. During his freedom he became attached to a white-face Hereford cow and that's how "Traveling Jenny" originated.

She disliked confinement in buildings. She was never known to enter a barn or shed during the coldest winter blizzards. Protected by her shaggy coat, she preferred to sleep in the soft snow on some hillside. If the snow settled over hulking body and left an icy cover, to her it was only a warming blanket.

Then she became the monarch of the Badlands. With her bright eyes and big broad breast, she could be seen at a distance in the roughest of the rough, standing with her head high in the air overlooking the land where was once the natural buffalo range of her forefathers.

How would I get a picture? I knew I couldn't outdistance her; I'd have to outsmart her. Again and again she eluded my camera lens, no matter what precautions I took. My determination never wavered, however, and at last one of my greatest ambitions was realized.

Early one morning I received the news from a roaming cowboy that he had sighted "Traveling Jenny" out on the range near the Connolly ranch. It was just coming daylight. I grabbed my camera, saddled my horse and set out. Arrived at the ranch, some distance away I spotted the outcast browsing by herself. Cautiously, with my camera set and pointed towards her, I guided my horse towards her. When I came within 500 yards of her, she

threw up her head and in another split second was off, headed up over a hill, leaping over two barb-wire fences with the ease of jackrabbit, and ignoring gates nearby.

Having once gained the crest of the hill, she took things easier. On the windward side of the great mound was a large slough filled with water and snow. Here she paused long enough to try to get a drink of water. Riding almost to the top of the hill, I jumped off my horse and crawled on my hands and knees to the summit. Raising my head slowly, I could see not more than 50 yards away, the "mixed meat" impatiently pawing the soft snow. To gain a little more ground, I reasoned, would give a better picture. In spite of the strong temptation to shoot, I crawled a few yards more.

### Success At Last

Setting the scale on my camera, I gently rose, ready to shoot. Jenny, engrossed in drinking water, was unaware of my presence. I gave a short whistle, and as she turned her head inquiringly towards me I clicked the shutter. Like a flash the bovine outcast was gone. Thus was the first picture ever taken of "Traveling Jenny."

In later years "Traveling Jenny" grew to be large and powerful, weighing 1,600 pounds. She became very unruly with other cows. With her sharp horns she would attack them; after killing several, she was captured and killed, her "mixed meat" served at a banquet in Chicago.

Today, the memory still remains in my mind, and many other cowboys' minds, of "Traveling Jenny," the outcast that once roamed the Dakota Badlands. Her picture, the only one ever taken of her, still hangs in the old bunkhouse.

North American reindeer are gregarious like sheep, graze somewhat like cattle and in intelligence and activity resemble horses.

## A Public Lands Memo

A memorandum on the public lands question, issued by O. C. Williams, Arizona state land commissioner, and favoring granting of such lands to the state in trust, points out in an introductory paragraph that this fight is not new; it reaches back to the first treaty with England in 1783 which gave the original 13 states the great Northwest Territory from the Ohio north and the Mississippi east.

That treaty, and all succeeding ones by which virtually all the lands now comprising the continental United States except the 13 colonies were acquired, provided that from the new territories would be erected new states which upon entering the Union would be subject to all the rights, immunities and authority of those original 13 states, including the possession of soil, water, etc. However, when the first few territories petitioned Congress for statehood, Congress conceived the idea of retaining the public domain for the purpose of paying off the public debt incident to the Revolutionary War, from the sale and other disposition of said public domain lands. As a result of this decision (quoting from the memo) the states were forced to cede their lands to the federal government with the provision that they would not interfere in the sale or disposition thereof.

In 1832 the public lands committee of the U. S. Senate, after making a comprehensive survey of public lands, made a formal report which declared, in part: "The public debt being now paid, the public lands are entirely released from the pledge they were under and are free to receive a new and liberal destination for the relief of the states in which they lie." Also, "The speedy extinction of the federal title within their limits is necessary to the independence of the new states, to their equality with the elder states, to the development of their resources, to the subjection of their soil to taxation, cultivation and settlement, and to the proper enjoyment of their jurisdiction and sovereignty." The findings added that "Movements were started to grant the new states complete sovereignty over the soil to make them equal with the original 13 states, but the older states, wanting to keep the public domain of the new, fought the movement and (aided by the powerful influence of the manufacturing committee) were able to out-vote the western group."

Most new states, like Arizona, were so anxious for statehood that they waived all rights to the public domain, ceding them back to the federal government; the exceptions were Texas and Tennessee, which demanded full sovereignty before they would consent to enter the Union. They, like the original 13, are sovereign in every respect, with full control of their soil, forests, water, and all rights and privileges.

# Some Late Trends in Fight Against Bang's

By GEORGE H. CONN, D. V. M.

**I**N REVIEW OF RECENT LEGISLATION or changes in regulations with reference to the attempt to control Bang's disease of cattle, I am setting down here the trends as I see them in the United States.

There have been within the past three or four years very few states that have passed legislation with reference to Bang's disease control, and those that have passed legislation have had a tendency to ease the restrictions formerly placed against Bang's-infected herds or, in other words, have had a tendency to be more lenient in the handling of these infected cattle herds.

This can be explained by the fact that most authorities have known for several years that the blood-test-and-slaughter method of Bang's disease control was faulty and that they could not expect to bring about control of this disease through its use.

The state of Illinois recently enacted regulations (which in our opinion are five to 10 years out of date) requiring that all cattle sold for breeding purposes after July 1, 1947, can be sold only after passing a negative blood test for Bang's disease, except calves that are vaccinated between the ages of 4 and 8 months by the proper method, which can then be sold for 12 months following vaccination without a blood test. Since the state of Illinois has at the present time only 153 accredited herds to Bang's disease, it is readily understood by those who have had experience that this will prevent the sale of a very large percentage of the cattle in this state, many of which have been properly vaccinated against Bang's disease and which would

from a practical standpoint be safe to sell and remove to other herds.

In 1945 the Wisconsin legislature amended its regulations for the control of Bang's disease, which at that time were strictly a blood-test-and-slaughter program, to include the calf vaccination method as an addition to the program. With the new regulation, considerable leniency has been shown to owners of adult Bang's-infected herds who have been permitted to vaccinate them under certain conditions which have been more liberal than they were previously. The regulations in Wisconsin were also changed to permit owners to do their own vaccinating under certain conditions.

About two years ago the state of New York made some important changes in its Bang's disease control program, when it adopted a plan by which vaccination of the replacement calves was permitted without so many restrictions as were originally placed on this procedure. Originally Plan A in New York state required the annual blood test of the entire herd and vaccination of calves from 4 to 8 months of age.

With plan B, which provides only for the vaccination, tagging and recording of calves, it has been reported that of the 2,800 herds in New York state which had adopted Plan A within one year after the adoption of Plan B 2,600 of these herds had dropped Plan A in favor of Plan B. This is significant in our opinion.

For the past 15 years we have studied Bang's programs and have kept a very close watch on the effort made to control Bang's disease in the United States, and for the past 10 years have recommended vaccination not only of calves but of adult infected herds.

During the past 15 years, many individuals connected directly or indirectly with Bang's disease control have had occasion to change their opinion about the best methods of controlling this disease. Many of these same individuals have been very reluctant to express their opinions of late years, but we have been able to collect several of them and this probably explains why the trend has been to remove many of the previous impractical phases of Bang's disease control methods that have existed in many states.

We quote a paragraph from an article by Prof. E. G. Hastings of the University of Wisconsin, which appeared in the Oct. 25, 1945, issue of Hoard's Dairyman, as follows:

"The experience with Bang's disease in recent years is an example. A program was formulated which it was thought would prove as successful as the one used in the case of tuberculosis. It did not take long to show that the desired goal would not be reached by following the suggested road.

"It now seems that each area, and maybe each herd, must have a program fitted to its conditions. Such a view must seem like a nightmare to control officials who must be willing to formulate and use a variety of programs adopted to each region and even to individual herds. Pressure to modify the prevailing program is being brought in the case of Bang's disease by cattle owners and by practicing veterinarians. Each group has found the airtight program earlier adopted does not work in so large a part of the herds that change seems essential if any part of the program is to be retained."

Dr. R. R. Birch of Cornell University, Ithaca, N. Y., has had very definite ideas on Bang's disease control for many years, but it will be interesting to read three short paragraphs taken from his article entitled "Thoughts On the Control Of Brucellosis," which appeared in the Nov. 25, 1945, issue of Hoard's Dairyman, as follows:

"The basic knowledge of brucellosis in cattle, though still incomplete, is a sufficient foundation on which to build effective measure for its control. By control I mean near-eradication with relatively inconsequential losses, such as we have with tuberculosis, and not a mere reduction and level annual distribution of heavy losses such as we have had with hog cholera. With brucellosis anything less than near-eradication means needless compromise; anything more is probably not attainable. With real control in view, then, we can measure our progress by the number of clean herds established, and not by the number of tests made, the number of calves vaccinated, nor by any other standard. The only herd that does not suffer in some degree from brucellosis is the one in which it does not exist.

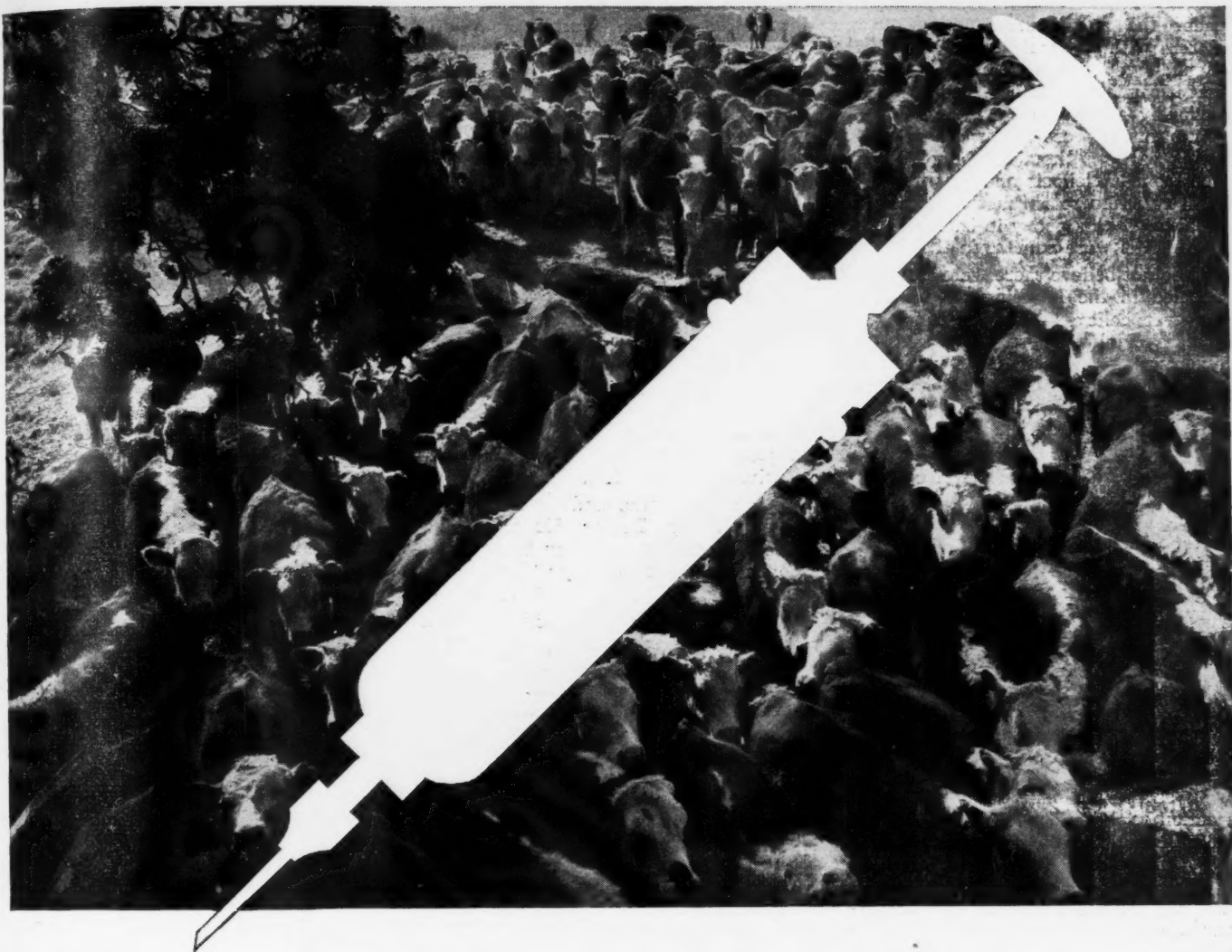
"Test and slaughter, applied to brucellosis, came through the gate when it was opened to a cattle reduction plan,

## THE GRAND CHAMPION

The grand champion steer of Chicago's International Livestock Exposition was Royal Jupiter, the 22-month-old steer shown here. He weighed 1,380 pounds and was bred and exhibited by Oklahoma A & M College at Stillwater. A new International record of \$10.50 a pound was set when the Firestone Tire & Rubber Co. of Akron, O., paid a total of \$14,490 for him; he will make a 22,000-mile educational tour of the country in high style now, traveling in an especially constructed \$12,000 trailer.







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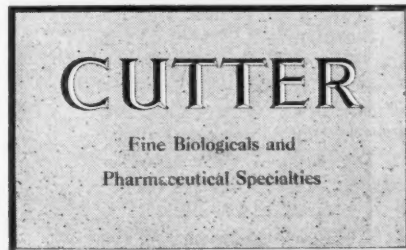
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under the momentum supplied by its success with tuberculosis and the weight of public opinion which fairly shouted that if cattle were to be killed at all they obviously should be the reactors. The points missed were that we may kill reacting cattle without establishing herds free from brucellosis and that the inter-herd transfers set in motion by the application of this policy in badly infected, large herds were ruinous in their effect.

"I do not believe there were many men schooled in the handling of brucellosis who ever believed that test-and-slaughter as a blanket measure could be made to control the disease but an irresistible logic was against this minute and helpless minority and in some quarters, at least, the plan was taken up with reluctance and misgivings."

The above quotations are of considerable interest when compared with previous statements made by Dr. Birch on the same subject.

The following short quotation is taken from the October, 1945, issue of *Veterinary Medicine* and concerns primarily the status of Bang's disease control in the state of Michigan and comments made by the veterinarian in charge of the work in that state. It is self-explanatory:

"The percentage of reactors and suspects in Michigan cattle, as shown by blood samples submitted by veterinary practitioners, has increased steadily since 1938. In that year it was 6.8 per cent; in 1939, 7.2 per cent; in 1940, 8.5 per cent; in 1941, 8.4 per cent; in 1942, 10.5 per cent, and in 1943 it was 11.7 per cent, an increase of more than 72 per cent in five years.

"Commenting on the brucellosis control project in Michigan, Dr. B. J. Kilham, in charge of the project for the state, says:

"The outlook for satisfactory brucellosis control at an early date is not good.' And again, 'The drastic test and slaughter plan is not in accord with production needs and will have to be curtailed.'"

Each year there is held (usually in Chicago) a meeting of the principal state livestock disease control officials and other officials with similar interests who as members of the United States Live Stock Sanitary Association have to do with the control of livestock diseases in the United States. A general summary of the ineffectiveness of the Bang's disease control program to date is shown from the following quotation taken from one of the leading veterinary publications in the United States. The summary appeared in *Veterinary Medicine* in April, 1945, from discussions and papers presented at the United States Live Stock Sanitary Association meeting at Chicago, Dec. 5 and 7, 1945:

"This report contained no surprises for those who have watched the steady deterioration of the federal-state brucellosis control project. Shorn of the verbiage intended to conceal its failure, the report means the prevalence of bovine

brucellosis increased during the year, as did the percentage of reactors. Thus the trends, in both respects, of the past several years were unbroken in 1945. The herds tested numbered 395,236; cattle tested, 5,213,458; reactors, 243,050; calves vaccinated, 501,114. The percentage of reactors was 4.7, an increase of approximately 100 per cent since 1941. A 100 per cent increase in the incidence of a slow-spreading disease in four years is some kind of record, but hardly one to point to with pride.

"Eighty-five counties in 10 states were removed from the modified accredited list. Nearly two-thirds of the reactors were slaughtered; more than one-third retained in the herds. New York accounted for nearly one-half the retained reactors and for one-fifth of the calves vaccinated under official supervision.

"No mention was made of the new test developed by Doctor Huddleston by which infected animals can be separated from non-infected reactors to the agglutination test.

"The vaccination of adult animals continues to give encouraging results."

After reading these several short comments and summaries of the results secured in Bang's disease control in the United States it should be evident to most individuals that methods used in the past have been very inefficient and impractical and could only result in failure to control this disease.

## Sacramento Host to California Cowmen

NEW OFFICERS OF THE California Cattlemen's Association, named at the 30th annual meeting of the organization in Sacramento, Dec. 13-14, are: John Guthrie of Porterville, former vice-president, now president; Jack Schneider of Sloughhouse, vice-president; John W. Simpson and Kenneth Flournoy, continuing as vice-presidents, and Dan C. McKinney, remaining as secretary. Outgoing president Leroy Rankin received a wrist watch from members of the board of directors in token of his two years of service with the association.

Four hundred cattlemen and their guests took part in the business activities and in the entertainment and banquet which were included in the two-day convention to make one of California's most successful meetings.

Resolutions framed by the stockmen commended the state forestry board for creating a livestock industry advisory committee as recommended a year ago by the California cattlemen and the California Wool Growers Association, and for adopting improved policies on range improvement; they further recommended adoption by the forestry board of the Madera County plan as a pattern for

## LETTER FROM SKULL CREEK

Dear Editor:

After the blackjack session the other night and after the usual stories had been told the bunkhouse crew got to talking about the PRODUCER and wondering why there was never any letters in it from the men on the ranches. We decided we would write in from this ranch on Skull Creek. I was elected for the job as I am supposed to know more about letter writing than the rest. Had the most experience but it did not turn out so good. Some day will tell you about that.

I may have slipped a little in my grammar and spelling since I went to school near Coffeetown years ago but will be carefull as I go along. The old folks said I had promise and wanted to send me on to high school in Coffeetown but wanderlust had me so I am just a ranch hand like the rest of this bunch. We are all old-timers here. Slim Ackerman is the youngest and he says it is 30 years since he left the Cimmaron country. He always insists he is going back there some day but I doubt it. We have one old dry-jacker here from down on the Rio Grande who was in the Rough Riders in '98 and he has been a ranch hand ever since that time. He has worked all over and is pretty smart and has been through quite a lot. Some day I will write you about him and it will be interesting. He has the usual nickname of Tex but his real name is supposed to be Chambers; but your guess is as good as mine. We also have one old gray-haired coot who must have been raised down in the Ozarks, though he never says. There is one like him ever' so often. He can play the mouth harp and sing hill-billie songs when we let him. He passes the time away singing about Sam Bass, Jesse James and other songs like that. There is one or two more which I will tell about some other time—hands on the ranch, I mean.

We all have our failings but know our business—or at least we think so. The old man even says we have made him a successfull cattleman and he says ever' one of us can stay on as long as people eat meat, though we here that meat has been pretty short some places lately. Sometimes he gets pretty sore when he has to take his car and go to town to get one of the bunch out of the jail house but he soon gets over it. He is a pretty good old fellow his self. Sometimes the people say they are going to elect him sheriff and move the jail house out here to Skull Creek but I guess they are kidding about that.

You can let me know if you want to here from us. I mean if you do we will write to the PRODUCER again.

Yours truly,

(By Walter B. Weare)

WILLIAM (BILL) WESCOTT.

(I have written them requesting news from the Skull Creek Ranch.—Ed.)



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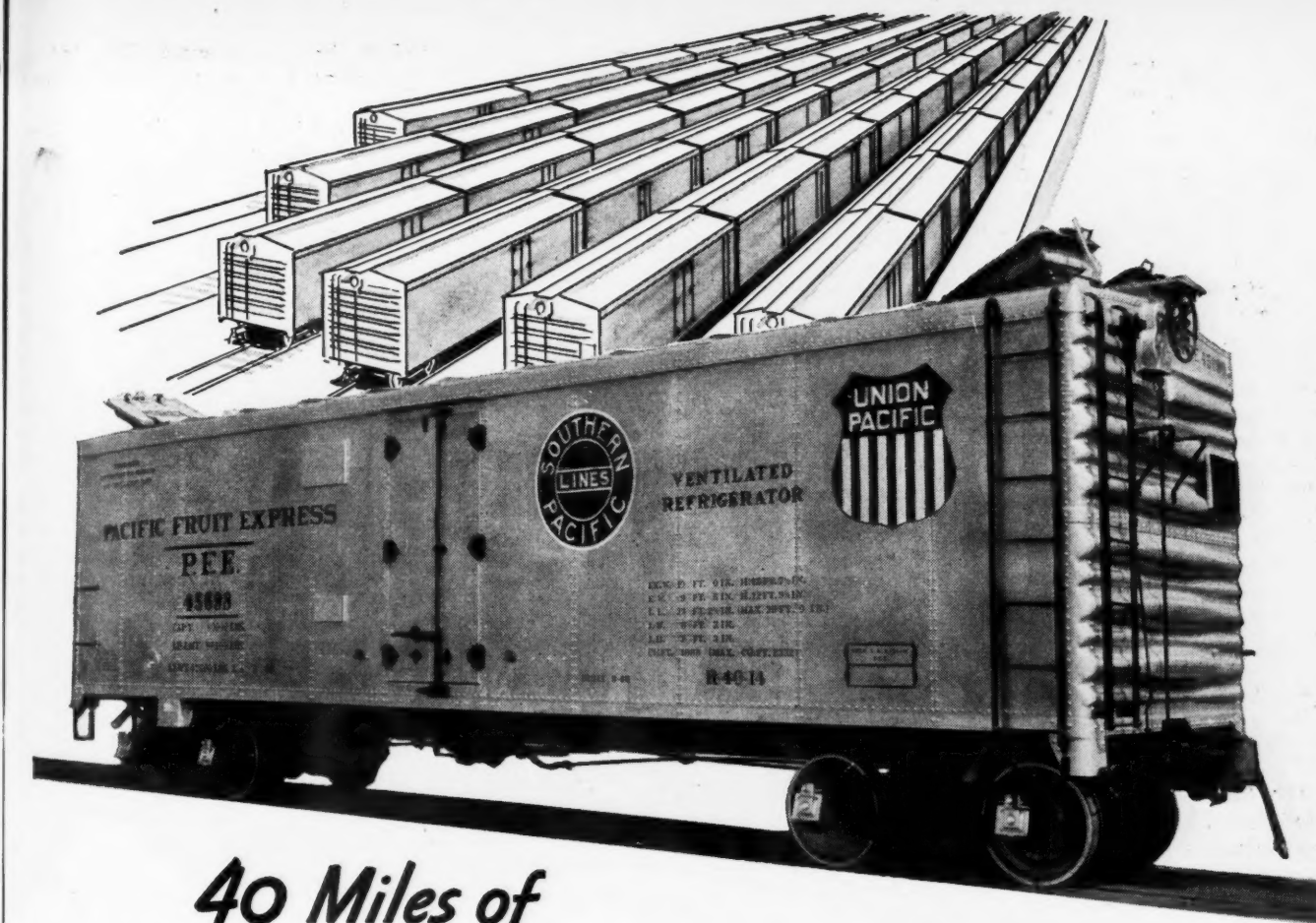
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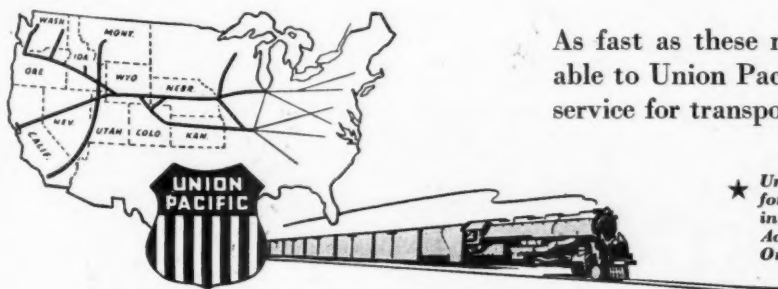
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- ★ CONVERTIBLE ICE BUNKERS (providing more loading space when ice is not needed)
- ★ HALF STAGE ICING GRATES (greater economy in icing)

As fast as these new cars are built they will be available to Union Pacific shippers; thus providing the finest service for transportation of perishable commodities.

★ Union Pacific will gladly furnish confidential information regarding available industrial sites having trackage facilities in the territory it serves. Address Industrial Dept., Union Pacific Railroad, Omaha 2, Nebraska.

**UNION PACIFIC RAILROAD**  
*The Strategic Middle Route*

January, 1947

brush burning practices; requested amendment of the Taylor Grazing Act to provide for return of range improvement funds to counties in proportion to the amount of fees collected in the counties, and approved the proposed 6 cent Taylor grazing fee.

Other resolutions which were adopted suggested that all public land committees of the CCA work in cooperation with those of the wool growers; opposed any legislation making mandatory the private purchase of lands now administered under the Taylor Act; opposed also transfer of the regional Taylor grazing office from Reno to San Francisco and the proposed federal government acquisition of 2,500,000 acres of land in the state to create a memorial forest. They again asked that Congress investigate the Forest Service, and requested the fish and game commission to plan an educational program for hunters and fishermen for reducing life and property losses; demanded that organized labor be required to accept limitations of power on a basis equal with other groups, and outlined such limitations.

### Oppose Monday Closing Of Butcher Shops

The cattlemen urged butchers' unions to withdraw their demands for Monday closing of meat markets; protested further diversion of State Fair moneys to purposes other than those connected with the fair or related projects; desired that the state university adequately staff, finance and operate the experiment station in Imperial Valley. They asked in addition that the state legislature act to exempt from state vehicle license fees all vehicles equipped and used only for fire protection and asked for other exemptions such as inspection fees on suckling calves shipped within the state where no sale is involved, and for a reduced fee on all other cattle shipped within the state when no sale is involved; that both loins of all cattle be exempt for registration of brands of ownership; that a delinquency date be set for Jan. 31 on brands, instead of Jan. 1.

Additional resolutions asked for specific congressional appropriation for the San Joaquin experimental range; that railroads give greater consideration to claims caused by rough handling of livestock shipments. CCA officers were instructed to take appropriate action toward securing equalization of eastbound freight rates with westbound rates on dressed meats and packinghouse products. The members expressed opposition to proposed revision of the Packers and Stockyards Act; asked the California public utilities commission to establish truck rates on feeder livestock 10 per cent under fat rates and to require truck operators to stencil official minimum weights on equipment; and, finally, they opposed further restriction of the trucking industry by the railroad commission.

## Western Slope Stockmen Are Against Permit Cuts

In its second annual meeting at Grand Junction in early December the Western Slope Livestock Protective Association locked horns with the Forest Service when the stockmen members sought reconsideration of proposed sharp reductions in livestock grazing quotas and the Forest Service stood adamant. Fifty to 100 per cent was the proposal on the Fruita watershed, with substantial cuts slated on other parts of the Grand Mesa National Forest. Transfer cuts, said a Forest official, can run up to 37½ to 50 per cent.

The stockmen claimed that such drastic action is not necessary even in this "hot spot." They passed a resolution protesting against the "arbitrary action of the forest officials in reducing and in some cases eliminating livestock from the forest areas." They also said that the deer and elk numbers are being built up while their herds are being decreased in number. Further reduction in game animals as a protection to grazing must be made, they held.

Regional Forester John Spencer admitted that the game situation was critical and should be controlled but said the Service had no authority to limit big game numbers. E. D. Sandvig, assistant regional forester, and a number of local forest officials were also in attendance.

Turning the discussion to a national angle, F. E. Mollin, secretary of the American National Live Stock Association, said that 49 per cent reduction on forest areas has taken place since 1918 and that half of the approximately 10,000 permits are still declared by the Forest Service to be overgrazed. He said that this indicts the Forest Service in its administration of the lands under its care and showed a poor job of management

during the past 40 years. He cited also the increase in game use to the detriment of the livestock industry.

More work on range improvement was needed, he declared, rather than the constant and impossible cuts for protection.

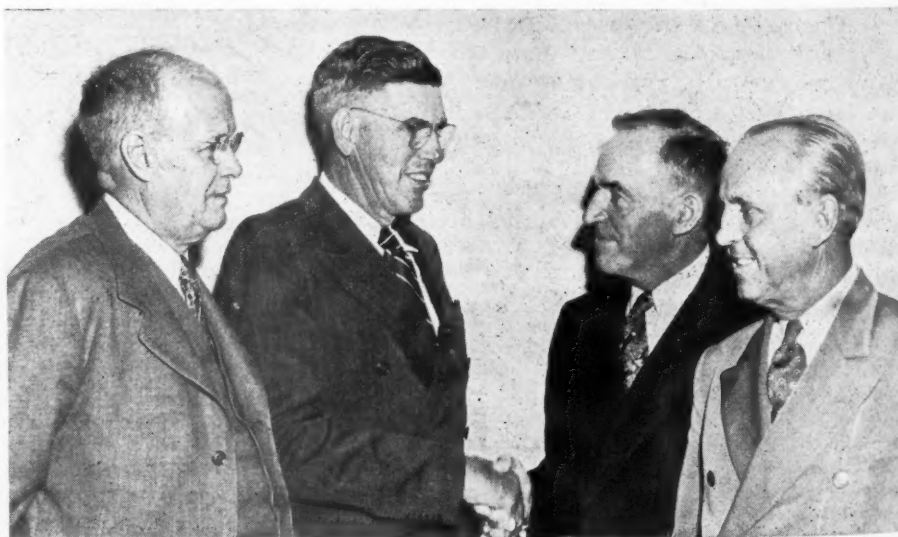
Another speaker in behalf of the permittees was Dr. B. F. Davis, secretary of the Colorado Stock Growers and Feeders Association, who quoted Secretary Anderson to the effect that stockmen's rights on the national forests would be preserved and their interests considered to the last detail; and, directly quoting Secretary Anderson: "I am encouraging the Forest Service to make greater use of the livestock advisory committees and boards."

Robert F. Rockwell, congressman from Colorado's fourth district, urged closer cooperation between the Forest Service and the livestock men, saying that some of the officials ordering cuts had been in the area too short a time to judge whether the land was being bettered or otherwise. He urged further consideration of the proposed reductions on the Fruita reserve. This met rejection by Forest officials but later some concessions were proffered by the Forest Service.

## Association Notes

At Clovis, N. M., on Dec. 5-6 several hundred cattlemen gathered for the quarterly meeting of the executive board of the New Mexico Cattle Growers Association. Among the many visitors from outside the state were American National Secretary F. E. Mollin and his assistant, Rad Hall.

Problems receiving attention included the matter of added taxes for the people of New Mexico; the assembled stockmen opposed such increases. The cattle sani-



Snapped at the annual convention of the Florida State Cattlemen's Association in November: L. to r., American National Secretary F. E. Mollin; Irlo Bronson, president of the Florida association; P. E. Williams, past president, and D. B. Kibler, past executive committee chairman.

AMERICAN CATTLE PRODUCER

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**Right:** Grand Champion fat steers at 1945 National Western Stock Show from herd of A. H. Schmidt, Laramie, Wyoming and Kansas City, Missouri. *Lederle* products are relied upon to protect this herd said to be the largest registered herd of Angus cattle in the United States.



## Stockmen know that *Lederle* means dependability



**Above:** Grand Champion load of feeder calves at 1945 National Western Stock Show from herd of William D. Sidley, Encampment, Wyoming. They are from a herd protected against blackleg and malignant edema by *Lederle* products. Prior to shipment to the show, they were immunized with *Lederle* HEMORRHAGIC SEPTICEMIA SERUM.

*Lederle* Laboratories pioneered in the scientific production of effective biological products for the protection of livestock against infectious disease.

Today, *Lederle's* reputation for quality gives assurance that any *Lederle* biological product, when properly used, can be relied upon.

Thousands of livestock own-

ers are safeguarding their livestock against such diseases as blackleg, malignant edema, hemorrhagic septicemia and anthrax with *Lederle* products.

*Lederle* veterinary products are on sale in drug stores. If your dealer cannot supply you, send us his name.

When serious livestock diseases strike, call your veterinarian.



### LEDERLE LABORATORIES DIVISION

American Cyanamid Company

30 ROCKEFELLER PLAZA, NEW YORK 20, N. Y.



## We're Pulling Strong on the Rural Telephone Job

1946 was a big year for rural telephone development. At the end of the year there were 85,870 rural telephones in the seven states we serve—20,000 more than at the beginning of the year. In 1947 we will add another 20,000 rural telephones, and by the end of 1950 the estimated total will be 140,000.

**In five years we will have added  
as many rural telephones as dur-  
ing the rest of our entire history!**

\$2,000,000 was spent on rural construction in 1946, and many times that amount will be needed in the next few years.

**The Mountain States Telephone & Telegraph Co.**

tary board of the state was commended for its diligence in safeguarding against imports from countries having foot-and-mouth disease.

In reporting on the importation of Brahman bulls into Mexico from Brazil, President George A. Godfrey of Animas, who presided at all the sessions, protested the erection of state barriers against cattle movements into the state. He outlined a proceeding by which all suspected cattle could be inspected by United States veterinarians. In the absence of known danger, said Mr. Godfrey, he believed adequate protection was thus afforded and that the erection of barriers by one state would lead to retaliation by others.

A generous entertainment program was included in the activities of the committeemen and their guests, with an evening banquet attended by over 350 people.

A hundred and thirty-seven new members were welcomed into the association during the business meeting.

In California, the recently organized Butte County cattlemen met at Oroville in mid-November under the chairmanship of Gene Openshaw, president, and Wendell Grubbs, secretary. Featured on the program, which was enjoyed by some 50 members, was a film-illustrated talk by Dr. J. P. Jacks, of Cutter Laboratories, on livestock diseases, and addresses by Secretary Dan McKinney of the California Cattlemen's Association and J. Edgar Dick of the Western States Independent Packers Association.

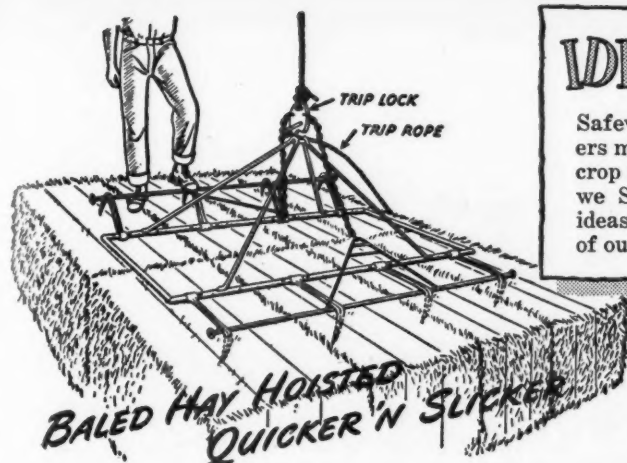
The Wyoming Wool Growers Association in its November meeting at Casper passed a resolution protesting the "apparent policy of the Forest Service to exclude all livestock from the forests," protesting the "usurpation of the policy making functions of Congress by the Forest Service; favoring continued investigation of the Service; requesting delay in reductions to permit further study of range conditions on the forests, and objecting to the statement of John W. Spencer, regional forester, Denver, that "individuals and representatives of the livestock industry who criticize and disagree with the Forest Service are trouble makers, rabble rousers and purely selfish individuals."

Stockmen attending the semi-annual meeting of the executive committee, Wyoming Stock Growers Association, at Cheyenne on Dec. 17, adopted two resolutions, both dealing with the Forest Service. One of these, in making reference to a Sept. 25 speech of John Spencer, regional forester at Denver, stated: "It is not the opinion of this committee that these (insulting and near-libelous) words express the policy of the Forest Service toward the livestock industry;" and, in the belief that "Mr. Spencer's usefulness as a public servant has come

(Please Turn to Page 24)

**AMERICAN CATTLE PRODUCER**

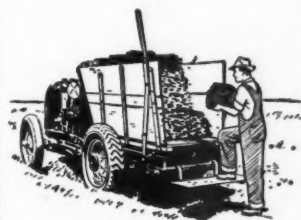




This special extra-size grapple fork, developed by Oregon State College agricultural engineers, transfers 6 large or 8 small bales of hay at one time from truck or wagon to barn mow. It cuts job time 50% compared with ordinary grapple fork or sling methods. Eight tines or hooks, four on each side of main frame, are inserted slightly inside center of bales as they rest end to end on load. Trip rope pulled when bales enter mow transfers weight from main frame to chains on either side. These chains are connected with iron pipes passing through the bend or elbow of each tine. When weight of bales is transferred to the tines at this point, tines withdraw, allowing bales to drop into mow. Main frame measures 64 inches long by 19 inches wide. Trip mechanism was taken from grapple fork used on long hay.

### HARVEST CARRIERS FITTED TO THEIR SPECIAL JOBS...

This field cabbage cart, with wheels spaced to straddle two 2-row beds, is loaded by stoop laborers. Tractor hauls load from field to packing shed where lever at side of cart is pulled to tilt cart, slide cabbages onto floor. Cart was built by Hunt Brothers in the California Imperial Valley.



Special rebuilt motor trucks with 4-wheel drive and extra wide wheel base to straddle two 2-row beds are used in lettuce harvest around Salinas, California. The trucks are rebuilt to growers' order in local shops. Resulting speedup in harvest helps get fresher lettuce to consumers.



## IDEAS from a neighbor's farm

Safeway's Farm Reporter keeps tab on how farmers make work easier, cut operating costs, improve crop quality. Safeway reports his findings because we Safeway people know that exchanging good ideas helps everybody. After all, more than a third of our customers are farm folks.



### LETS LAMBS DRINK WITHOUT DROWNING

Wesley Krajicek, of Papillion, Nebraska, calls this his "drown-proof" lamb waterer. Note guard board mounted above and around the trough. This board prevents lambs from climbing into the water, or being pushed in, when they come for a drink. So effective is this simple device that Krajicek hasn't lost a single lamb by drowning during 5 years.



### THE BETTER TOMATOES THAT SAFEWAY FOUND IN COLLEGE

Around the Visalia area in California a few seasons back, blight was damaging the tomato crop. Safeway's on-the-ground produce buyer asked the State Agricultural College at Davis for help in meeting this grower problem. Here he learned about a new blight-resistant tomato strain developed at Pennsylvania State College. The Safeway man obtained some of the new seeds and urged Visalia growers to try them. Growers who used the new seed reported excellent results. Safeway produce men often recommend ways to improve quality and yield, and such efforts — by encouraging consumption — help give growers a more profitable market.

- Safeway buys direct, sells direct, to cut "in-between" costs
- Safeway buys regularly, offering producers a steady market; when purchasing from farmers Safeway accepts no brokerage, either directly or indirectly
- Safeway pays going prices or better, never offers a price lower than producer quotes
- Safeway stands ever ready to help move surpluses
- Safeway sells at lower prices, made possible by direct, less costly distribution... so consumers can afford to increase their consumption

**SAFEWAY** — the neighborhood grocery stores

# To America's Producers, America's Thanks!

As this new year begins, America's ranchers and farmers are busy with their winter work—feeding and caring for their livestock. And all America is again properly grateful to you who produce the food to keep us the world's best fed people.

To you who ride the range from Montana to Texas . . . whose teams and tractors till the nation's fertile acres . . . who have labored hard, long hours . . . who, with soil and seed, sunshine and rain, grass and grain, have achieved miracle after miracle of food production—to you America gives thanks! Thanks for the part you have had in all-time record crops of wheat and corn . . . for bumper yields of small grains . . . for livestock numbers at high levels . . . for soaring dairy and poultry production. This abundance of food which you have produced means better nutrition for millions of families—because *good nutrition is just good food that's good for you.*

Vital as it is, production is only part of the nutri-



tional job. Food must be processed. It has to be transported from surplus-producing areas to the markets where there are great numbers of people to eat it. Here is where Swift & Company comes into the picture. It's our job to provide many of the services required in bringing the foods which you produce to the dinner tables of the nation. Together we are in a vitally important industry. Because nutrition is our business and yours, together we can help build a stronger, healthier America.

## Martha Logan's Recipe for

### Navy Bean Soup

1 pint dried navy beans	1/2 tablespoon salt
2 quarts water	1/8 teaspoon pepper
1 cup sliced onion	1/4 teaspoon dry mustard
1 cup diced celery	2 tablespoons flour
3 tablespoons butter	4 frankfurters

Soak beans in water for several hours or overnight. Drain, add water. Fry onion and celery in butter. Add to beans, simmer 3 to 4 hours or until beans are soft, adding more water as water cooks away. When tender, save out 1 cup beans. Rub other beans through sieve. Reheat to boiling point. Add seasonings and flour mixed with 1/4 cup water. Garnish with hot sliced frankfurters and whole beans. Yield: 4 servings.

## Things are NOT always as they seem



A 1-inch pipe and a 4-inch pipe run water into gallon pails. It *seems* as if the 4-inch pipe would fill 4 times as many pails in a given time. The truth is that it will fill 16 gallon pails while the 1-inch pipe is filling one.

When you read something like this: "Meat in commercial storage on January 1 was about 590,000,000 pounds\*", it sounds like a lot of meat. But this big country consumes about 50,000,000 pounds of meat every day. So when you figure it out, this reserve supply in commercial storage is only enough to last 12 days.

Yes, some meat is frozen during months of peak production and stored until months of low production. But practically all of the beef, veal and lamb that is in storage is the kind preferred for meat loaves, sausage, prepared meats—not the kind that goes over the butcher's block as steaks, roasts, chops, etc. Also, the amount frozen is relatively small, as it has never exceeded 1.9% of the annual beef production, 9/10 of 1% of the lamb, less than 6% of the pork.

\*The five-year average for 1941-1945. Does not include meat owned by the government.

## OUR CITY COUSIN



City Cousin, fresh from town,  
Says the wether gets him down.

## Know — Don't guess — in 1947

by Tyrus R. Timm, Texas A. & M. College

An adequate record book is an extremely useful and valuable tool. It usually pays good dividends for the few minutes it takes out of the day's work to keep it up to date. Specifically, a record book helps a farmer or rancher:



Tyrus R. Timm

- Operate in a businesslike way.
- Learn more about the details of his business than ever before.
- Know exactly how much he is making from his land and his work.
- Find out the weak spots in his enterprises.
- Tell whether or not his operations are working out as planned.
- Prepare a plan for future operations.
- Itemize investments, receipts, and expenses.
- Figure the efficiency of his production methods.
- Provide a record of all business transactions.
- Keep track of bills owed by or to the farm or ranch.
- Establish a sound basis for credit.
- Comply with government programs.
- Prepare income tax returns.

There are farm and ranch record books especially prepared for each state which can help you save time and money. Write to your state agricultural college and obtain one. Properly used, it will give you a better understanding of your business and may open the way to increased profits.

AMERICAN CATTLE PRODUCER





Dr. H. W. Schultz

### He Puts the NEW in Nutrition

We'd like you to meet a Swift scientist, Dr. H. W. Schultz. He is head of the nutrition division of our research laboratories. The work of Dr. Schultz and his associates is mighty important to all of us in the livestock-meat industry. They develop

new products which open new markets for meats. *This widens outlets for your livestock.*

Dr. Schultz is the father of three children. As a scientist he knew growing children needed the body-building proteins of meat. As a father he knew the trouble of scraping and straining meats for the baby and dicing meat for the older children. An idea was born: perhaps Swift & Company could discover a way to prepare canned meats suitable for babies. A research project was undertaken. The scientists went to work!

The research took more than two years. The Swift people consulted with leading doctors, child specialists. They agreed that special meats for babies would be a good thing. Many methods of preparing various kinds of meats were tried. Hundreds of feeding tests were made by families with small children. Finally, six kinds of meat were approved by the doctors, nutritionists, mothers, and the babies themselves. Placed on the market in test cities, these products won immediate acceptance. They are now being sold in many cities, and facilities for their manufacture are being expanded.

These new products—strained and diced meats for babies—create a big new market for meats. There are millions of baby appetites to satisfy.

**Swift & Company** UNION STOCK YARDS  
CHICAGO 9, ILLINOIS

### Meat Packers' Risks

Meat is perishable. It cannot be held for prices to go up. Like all meat packers, Swift & Company must sell, *within a few days*, this perishable product for what it will bring—no matter what price we paid for it.



We take risks in both buying and selling. In buying livestock the meat packer must pay the price established by competitive bidding of over 26,000 slaughterers. If the meat packer overestimates the quality of an animal, or the amount of meat the animal will produce, or the market demand for the meat, he will lose money. Hidden bruises, wounds, or other defects can create losses on any animal.

In *selling*, the meat packer must also follow the market trends established by those who buy the meats. He stands the risk that meat demand will fall off and prices decline between the day he buys the livestock and the day he sells the meat—also the risk of accidents and delays in transit which can wash out his profit.

An average profit of less than 2% on sales is a small return for taking these substantial business risks.

*F.M. Simpson.*

Agricultural Research Department.

### Soda Bill Sez:

... that labor saved is money made.  
... speak well of your enemies—you made them.



**NUTRITION IS OUR BUSINESS—AND YOURS**

*Right Eating Adds Life to Your Years—and Years to Your Life*

(Continued from Page 20)  
to an end," suggested the department request the forester's resignation. The other resolution urged congressmen to "examine with care the forthcoming appropriations to the Forest Service, with special attention to that part used, or to be used, for propaganda purposes."

Present at the meeting were representatives from all Wyoming counties, the chairman of the state forest advisory board and officers of two local forest advisory boards.

New president of the American Aberdeen-Angus Breeders' Association is W. A. Rafferty, Morocco, Ind., elected Dec. 3 at a meeting in Chicago. Vice-president of the group is J. Milt Tudor of Olin, Ia. Western directors on the list of five are Tommy Brook, Camp San Saba, Tex.; Ford J. Twaits, Prairie City, Ore., and Andrew Anderson, Encampment, Wyo. Secretary of the association is Frank Richards, Chicago. During the past year, in 166 auctions of Angus cattle, 10,376 head brought an average price of \$530; the bulls averaged \$598, females \$511.

The new president of the Uncompahgre Valley Cattle and Horse Growers Association is Roy Case, Montrose, Colo., cattleman. Lester Freeman, the retiring president, will continue as an officer of the group, serving now as vice-president.

Officers elected at a meeting of the Highwood Livestock Association in Great Falls, Mont., recently, are Howell Harris, Highwood, president; Ben Woodcock, Shonkin, vice-president; John Bower, Highwood, secretary-treasurer.

The 27th annual meeting of the Horse and Mule Association of America, Inc., held at Chicago early in December, resulted in election of the following officers: Louis E. Stoddard of New York City, president (re-election); Robert J. Kleberg, Kingsville, Tex., first vice-president; Ira Drymon of Lexington, Ky., second vice-president (re-election); F. L. Morrow, New Britain, Conn., treasurer (also re-election), and Wayne Dinsmore, secretary. Mr. Dinsmore thus continues for another three-year term in the position he has now held for 27 years.

President of the Musselshell Valley Cattlemen's association elected at a recent meeting at Roundup, Mont., is I. L. Carmichael, of the Bull Mountain area south of Roundup. Raymond Merrie is the retiring president. Vice-president is August Adolph; secretary-treasurer, Clarence Lindstrand, and director, William Spidel.

Continuing as president of the Wyoming Hereford Association by unanimous re-election is Allen O. Fordyce of Sheridan. Tony Fellhauer remains the secretary-treasurer of the group for another term.

New leaders of the American Society of Animal Production, named at the close of its 38th annual meeting in Chicago, are W. A. Craft of the USDA, president; Paul Gerlaugh of the Ohio Agricultural Experiment Station, Wooster, vice-president, and W. G. Kamlade of the University of Illinois, Urbana, secretary-treasurer (re-election).

The award committee of the society

announced that Dr. Jay L. Lush of Iowa State College had been selected to receive the Morrison Award for 1946, for outstanding research work in the field of animal husbandry.

A discussion of some of the problems connected with storing, processing and packaging meat was a highlight of the meeting.

In a speech in Des Moines, Ia., Robert S. Henry, assistant to the president of the Association of American Railroads, said that no great increase in the supply of cars is in sight in the near future. The railroads have on order 29,176 box-cars, or about 20 months' output of car-builders.

At the annual meeting which followed the Shorthorn calf auction at the International Stock Show in Chicago, Dec. 2, A. H. Caraway of De Leon, Tex., was elected president of the American Shorthorn Breeders Association. D. M. Gregg of Harrisonville, Mo., was named vice-president, and C. D. Swaffer, secretary.

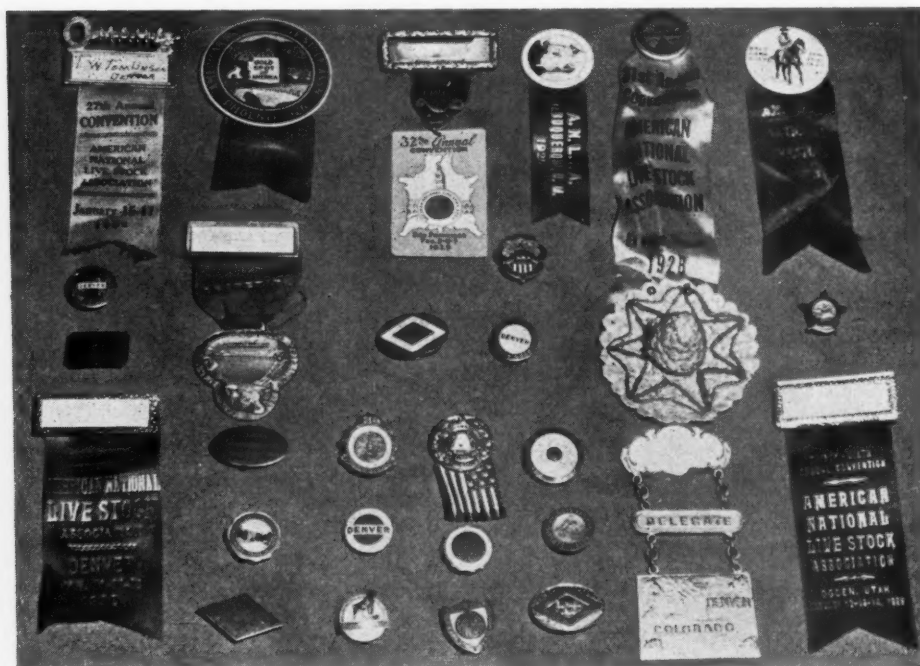
## Association Sidelights

Speaking before the recent Washington State Farm Bureau convention in Bellingham, Alan Rogers of Ellensburg, president of the Washington State Cattlemen's Association, urged stockmen of the Pacific Northwest to raise more beef cattle, hogs and sheep. He described as "sound policy" any efforts aimed at building up livestock numbers on northwestern farms as a means of supplying the needs of the growing population in that section. He asserted that cooperation between all livestock associations and kindred groups could help affect increased production while averting possibility of gluts on present market facilities.

Ellis Mercer of Sombbrero Butte, Ariz., flew out to California last month to explain at the annual convention of the California Cattlemen's Association the purposes and activities of the junior cattle growers' associations of his own and other western states; he detailed some of their plans for perfecting a national association of young people in the course of the American National's convention at Phoenix in January.

Crossing a swamp, a main highway and several railroad tracks would be avoided if the present stockyards at Armstead, Mont., were moved. Discussion of such action was the top subject at a recent meeting of 50 Beaverhead County stockmen with officials of the Union Pacific. Stocks moves into and out of Armstead at the rate of over 600 cars a year, making the shipping point one of the most important in Montana.

AMERICAN CATTLE PRODUCER



Members with the 50th anniversary meeting in mind may be interested in this layout of badges worn at former conventions of the American National. Clearly readable in the top row, second from left, is the one used in 1926, when the annual assembly was held—as the coming one will be—at Phoenix.





*We, the get-of-sire of WHR Double Princeps, (1946-47 shows) Rancho Sacatal, are very happy to extend a cordial invitation in behalf of the Arizona Hereford Breeders Association to the visiting members of the American National Livestock Association to extend your visit and attend the*

# TUCSON LIVESTOCK SHOW

**January 22-26**

FEATURING

**13TH ANNUAL SALE**

OF THE

**ARIZONA HEREFORD ASSOCIATION**

**80 BULLS**

**JANUARY 25**

**20 HEIFERS**

## CONSIGNORS

Milky Way Ranch, Phoenix  
Green Cattle Co., Patagonia  
Haskell & Hathaway, Tucson  
K 4 Ranch, Prescott  
Long Meadow Ranch, Prescott  
Las Vegas Ranch, Prescott  
White Mt. Hereford Ranch,  
Springerville

Pete Graves, Springerville  
Rancho la Hoyada, Skull Valley  
Suncrest Hereford Ranches,  
Phoenix and Gunnison  
N. E. Clark, Elgin  
Tal-Wi-Wi Ranch, Peoria  
Sopori Ranch, Amado

Rancho Sacatal, Paul Spur  
Singing Valley Ranch, Sonoita  
H. B. Thurber, Sonoita  
Midvale Farms, Tucson  
University of Arizona, Tucson  
Steeple X Ranch, Springerville  
Harold L. Chapman, Springerville  
Papago Tribal Herd, Sells

Auctioneer—H. B. Sager  
Cattle Judge—Jack Reagor  
Cattle Secretary—Henry Boice  
Horse Secretary—M. H. Haskell

**CATALOG REQUESTS**  
E. B. Stanley, Secretary,  
Arizona Hereford Association,  
University of Arizona, Tucson

## PROGRAM OF EVENTS

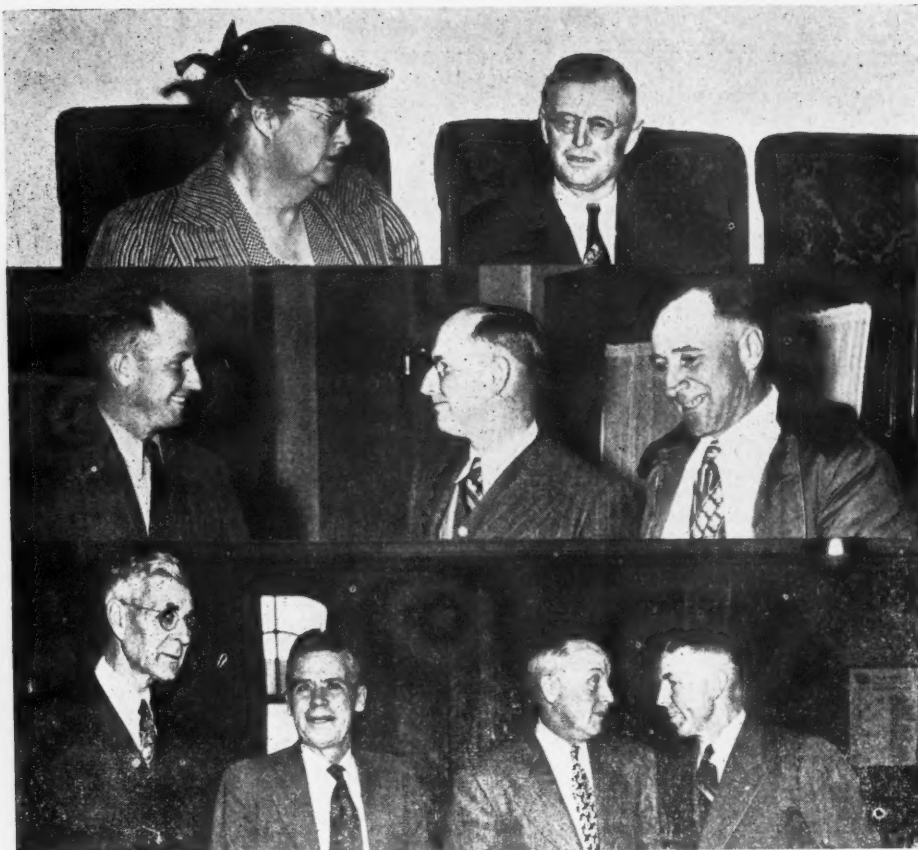
**Jan. 22—Horse Judging**

**Jan. 24—Hereford Cattle Judging**

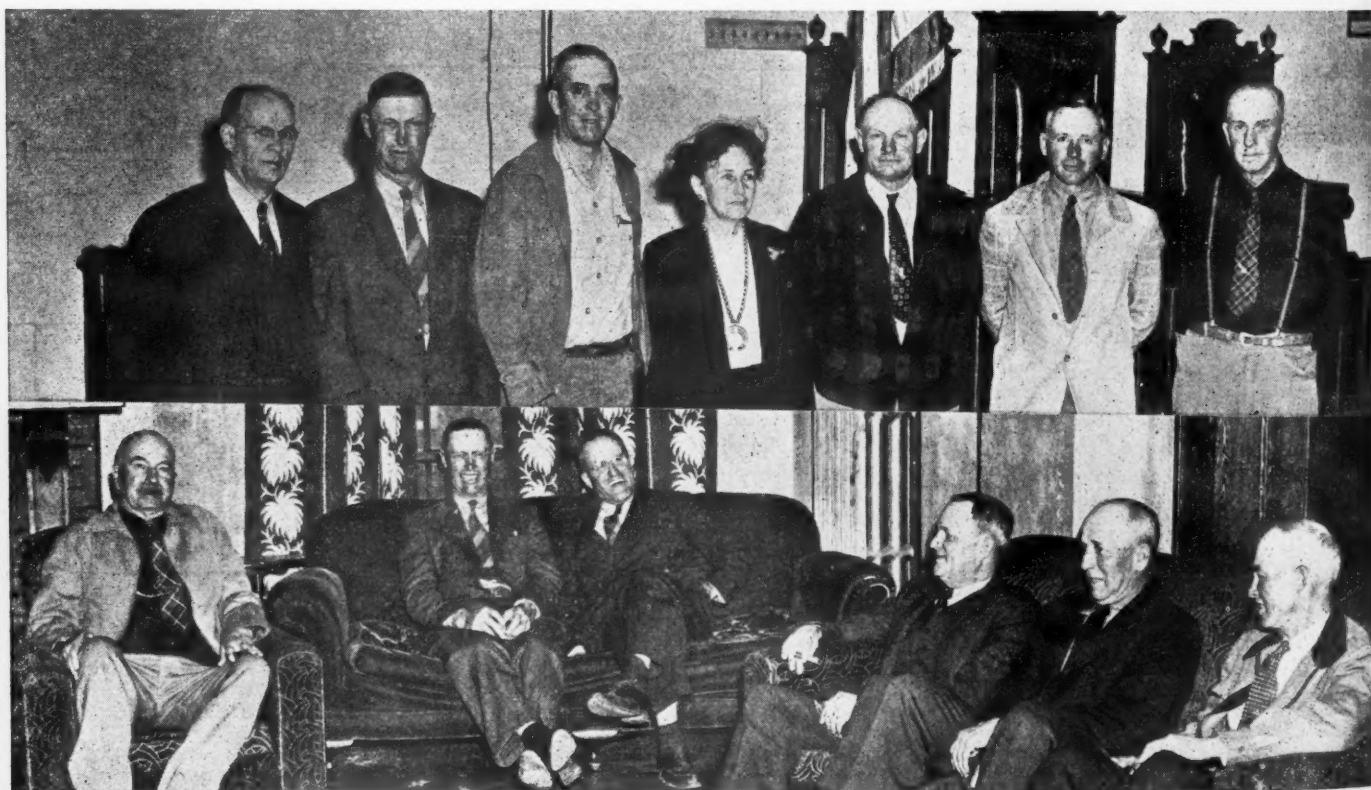
**Jan. 23—Horse Judging**

**Jan. 25—Arizona Hereford Sale**

**Jan. 26—Finals—Quarter Horse Racing**



These pictures, taken during the recent Nevada association meeting at Elko: Above—Mr. and Mrs. Seth Burstedt of Challis, Ida.; center row, Ralph Smith and C. A. Brennen, both of Elko, Nev., and Lee Reborse, Golconda, Nev.; lower view, C. A. Laing, North Fork, Nev.; P. J. Scott, Elko, Nev.; R. J. Hawes, Twin Falls, and L. S. Weathers, Deeth, Nev. The two scenes below include, first, American National Secretary F. E. Mollin, Denver; W. M. Gilmer, Wells, Nev.; C. A. Sewell, Elko, Nev., and Mrs. J. M. Keith, secretary, Arizona Cattle Growers Assn., Phoenix, Ariz.; at bottom, Lewis Sharp, Ruby Valley, Nev.; W. M. Gilmer; C. E. Favre of the Forest Service, Reno; E. R. Marvel, Battle Mountain, Nev.; Alfred Smith and J. H. Wright, both of Arthur, Nev. (Pictures courtesy Cutter Laboratories).



We are glad to note that the "brand-a-calf" method of association financing continues to be used. Secretary E. A. Phillips in his Montana Stockgrower reports that Montana Association Member Green Buffington recently sent his association a check representing proceeds from a calf he had branded with the association's brand—Mr. Buffington has been paying his dues this way since 1936.

We regret that the December number of the PRODUCER failed to give proper credit for the cover picture carried in that issue. This photograph was reproduced through the courtesy of the University of Wyoming at Laramie.

Soon to be adopted in South Dakota is a plan to require a permit for transportation of livestock. All truckers of cattle, horses or mules will be required to have one of three items in their possession—either a sale ring market clearance, a local inspection certificate of a permit. The plan grew out of a joint meeting of the state brand board and the South Dakota Stock Growers Association.

Nebraska junior stock growers met during the latter part of December at Alliance to plan the program for the convention in North Platte next June. Plans were also formulated at the meeting in connection with the convention of the American National, to be held at Phoenix, Jan. 8-10, and to which junior livestock men of the nation had been invited.



# LINCOY

## 40% PROTEIN

### The High Protein Feed for Range or Feed Lot

**Lincoy Range**

**Wafers Float**

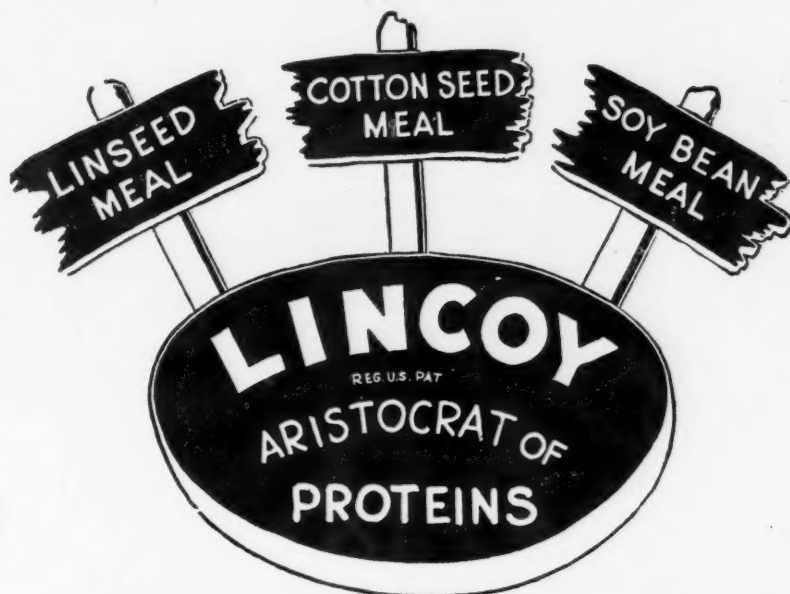
**On Soft**

**Ground or**

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**Easy to Chew!**



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To obtain more even production and enable stockmen to purchase high proteins with safety, we offer this usual guarantee: All carlot sales by us of high proteins after this date to February 1, 1947, are guaranteed against any decline in price. You can purchase now and not worry about the market — you are protected against any advance and refund will be made adjusting your cost, should the market be lower on February 1, 1947, than your purchase price.

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## THE Secretary Reports

By F. E. M.

The government has moved to expedite the housing program by doing away with many of the wartime controls. This is further proof of the fact that no matter how earnestly a federal bureau tries to do the job assigned to it, inevitably the laborious machinery of government slows up production and serves as an excuse for continued controls.

\* \* \*

In recent weeks encouraging progress has been made in doing away with many of the burdensome controls imposed during the war. That faster progress is not possible at the moment, in that many of the wartime controls granted to the Executive will be continued for some time, is due largely to the attitude of labor and the costly strikes it continues to impose upon our economy. It now appears that legislation to curb the strike threat will be necessary before canceling all the wartime powers of the Executive.

\* \* \*

It is too early to foretell how successful the research program provided for in the Hope-Flannagan bill passed by the last Congress will be; but certainly it appears to be a step in the right direction. Governments should in-

stitute research rather than blindly pass legislation which will have an important effect upon the destiny of this country. Study it first and then give industry and agriculture the benefit of the knowledge gained, rather than continue unworkable government controls.

\* \* \*

Ever since the election there has been rather extended debate in the press between the Republicans, who will assume control of Congress, and the Democrats as to what legislation will come out of the new Congress relative to tax reduction. The Republicans have urged a 20 per cent reduction in income taxes, and reducing expenditures sufficiently not only to balance the budget but to start paying off the public debt. The Democrats insist that such a general tax reduction cannot be made if the objective of the balanced budget and the beginning of the tax reduction program is to be accomplished. Instead, they favor tax reductions, on the incomes in the lower brackets.

On one thing there does seem to be general agreement, and that is that whatever is done on the points mentioned above, one of the essential factors is rigid economy in governmental appropriations. In view of the free spending that has been going on for so many years, it isn't going to be easy to do this—but now is the time to start. There must be reductions in governmen-

tal personnel, not only in the Washington offices, but throughout the whole country. In many states, it is claimed, there are more federal employees than there are employees of the state and county governments.

\* \* \*

Farm organizations are beginning to tune up with their demands for revision of the parity formula. Any revision possible will necessarily be upward, and this would tend to increase the support price basis provided under the Stegall Act. As discussed in an editorial in this issue, there are some real headaches ahead in trying to revise the support price program. Fortunately, cattlemen are not too much bothered about it. Their parity price is so low that support on a 90-per-cent-of-parity-basis doesn't interest them. Most of them don't want support prices anyway, preferring a free economy; and it is becoming increasingly

(Continued on Page 38)

## MEAT INDUSTRY MARGINS & COSTS

(Continued from Page 12)

if such savings could exceed an average of ½ cent per pound. If so, it would be equal to a reduction of the total margin of more than 4 per cent on the basis of 1939 costs.

If the frozen meat industry develops

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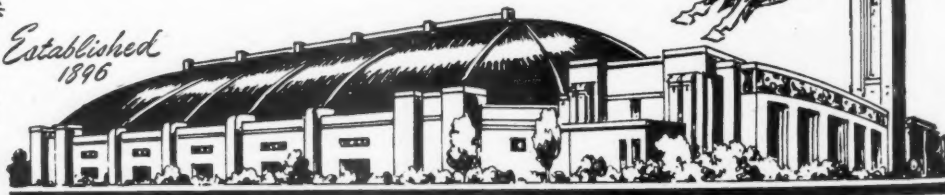
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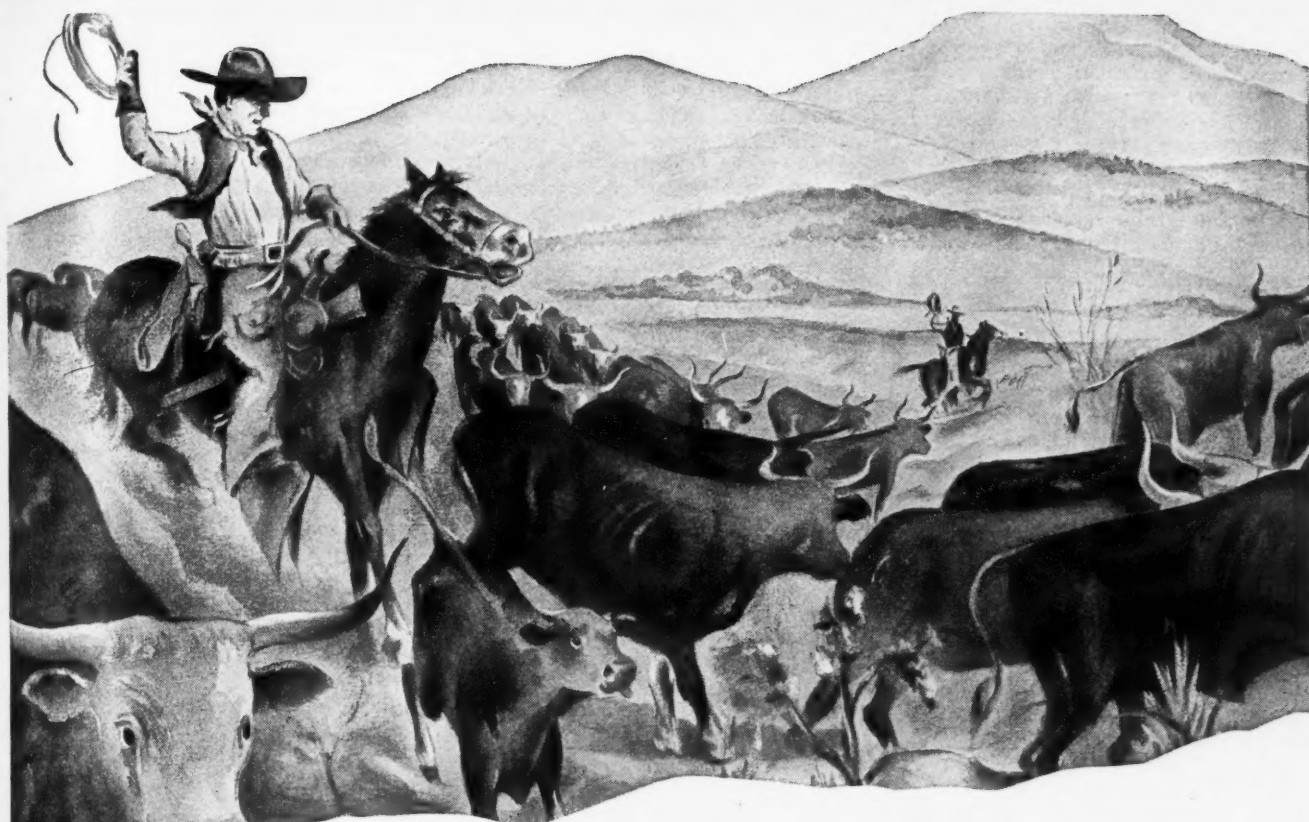
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Steady and enduring progress has moulded the large and far-flung Livestock and Meat Industry into the greatest single enterprise in the nation.

The long and colorful trail of progress was blazed with ingenuity, hard work and determination. In the beginning livestock was herd trailed to market . . . and then came the railroads. Time was when meat packers operated only during the winter months . . . then the ice house, and later artificial refrigeration, brought year-'round service to producer and consumer.

About 1880, the refrigerator car revolutionized the young and struggling industry. Packing plants operated closer to areas of livestock production and fresh meat was

shipped daily to consuming centers. Better ways to do the job were being found in all branches of the industry. Mechanization and science entered the meat business . . . mass production methods were originated . . . waste material was converted into valuable by-products . . . livestock production improved and expanded rapidly. The industry was coming of age!

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PRODUCER

January, 1947

on a large scale, the cutting, boning, packaging and freezing would probably be carried on at the packing plant, which would increase the operating costs materially. But these added costs would probably be compensated for by reduction in the cost of wholesale and retail distribution of the product. On the other hand, trimmings could be utilized to better advantage, and the products made from trimmings could be sorted, graded and standardized. Bones, waste fat and other inedible products could be more fully salvaged in the plant than in retail markets.

#### Transportation and Storage

The principal improvement in transportation in recent years has been in the greater speed of trains and motor trucks, which has reduced shrinkage and spoilage in transit. Further improvement may be expected along this line. Direct reduction of transportation expense by any significant amount seems unlikely. If existing rail or motor freight rates are adjusted, it is not certain that the adjustment will be downward.

With increased slaughtering in plants located in or near producing areas, the shipment of meat to consuming centers on the eastern seaboard has increased. However, this increase has been more than counterbalanced by reduction in the transportation of live animals. Slaughtering of non-kosher meat in the producing area is not likely to decrease and may increase.

If the marketing of frozen meat to

consumers becomes important, storage costs will probably increase. The low-temperature refrigeration required for both storage and transportation probably would also necessitate changes in the facilities and equipment if they are to become efficient. On the other hand, to the extent that frozen meat is boned, the tonnage of the meat shipped will be less.

#### Wholesaling Meat

Economies in wholesaling depend largely on the possibilities of reducing the number of sales, solicitations, orders and deliveries required to distribute a given quantity of product. The demands of some retailers for frequent solicitation and delivery, coupled with competitive selling efforts of wholesale distributors, tend to produce a distribution system that is needlessly expensive. To curtail excessive service is not always practicable, as retailers wish to keep inventories low and therefore ask for frequent small deliveries. In normal times, a store of moderate size may receive deliveries from three or four suppliers once a day, or sometimes even oftener. Salesmen from each supplier may visit a store four or five times a week, and call the retailer on the telephone to solicit orders between personal calls. Concentration of purchases among fewer suppliers would tend to reduce costs, but dealers dislike to become dependent upon only one or two wholesalers. Credit extension is a consideration, as the retailer may obtain more credit from several suppliers than from one or two.

Selling and delivering to the larger stores such as supermarkets normally is comparatively inexpensive, but the individual orders are usually large. Similarly, purchases by chain stores that operate their own warehouses and combine all orders for a single store into one delivery can be handled at relatively low expense. Small stores sometimes obtain at least part of the advantage of large-scale buying by combining into buying groups. To the extent that the trend toward larger unit buying by retailers continues, other economies may be possible. The potential saving is probably about 1/2 cent per pound, which would bring a reduction of about 2 per cent in the total margin.

#### Retailing Meat

Labor rates are expected to continue high, but the reduction of labor costs in meat retailing by means of better use of the butcher's time offers possibilities, particularly in the larger shops. To arrange the work so the butcher can spend his entire time at meat cutting, boning and trimming, while someone else does the remainder of the work, requires a retail business large enough to support two or more employees. Some of the larger meat stores are realizing such saving.

Savings could also be made if the consumers' buying could be spread more evenly over the week. This means encouraging consumers to spread their buying over the slack period, perhaps by offering price concessions at appropriate times.

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January



Credit and delivery service furnished by some retailers add to the retailing margin. Relatively large self-service retail meat markets are being operated in some sections, some handling the regular fresh cuts of meat, others handling frozen packaged meat. Some stores have been operated at an expense of as little as 3 cents per pound, compared with an average in normal times of from 5 to 7 cents per pound. If the entire retailing function could be reduced by 1 cent per pound of meat, the total marketing and processing margin would be reduced by nearly 9 per cent on the basis of 1939 cents.

If meat is sold to the consumer in frozen packaged form the retailing cost

should decline, as the preparation of the cuts would be made at the packing plant or at some other large cutting establishment. Packaged meat could then be sold by clerks without meat-cutting experience, or be dispensed in self-service stores. Low temperature refrigeration equipment for the storage and display of frozen packaged meat would be needed, however, and this would add both to capital investment and to operating cost for refrigeration in most stores.

Freezing meat and selling it in frozen form to consumers should facilitate a more uniform distribution of meat throughout the year. This would have the effect of minimizing seasonal fluctuations in prices.

It should be recognized that if fresh meat is to be sold to consumers in frozen form, many changes will need to be made in its preparation and distribution. Technical problems pertaining to preparing frozen meat, grading, labeling, wrapping, packaging, refrigeration, storage and distribution are apparently receiving consideration by the packing industry and by distributing agencies. Consumer reaction to frozen meat will need to be ascertained. The price relationship among cuts of meat may be materially modified, as some cuts when boned will have a high selling price per pound as compared with other cuts. If the sale of frozen meat has real merit, there is reason to believe that these problems can be solved.

## MARKETS FOR THE MONTH

By H. W. FRENCH

GOING INTO DECEMBER, THE price spread for cattle was the widest on record, and undoubtedly it will be some time before there is much contraction in the price range. It is characteristic of prices to show a wide spread when prices are high; only when prices are below cost of production is the range exceptionally narrow.

Receipts were not burdensome although the make-up of the supply has changed. Supplies of range cattle are about at an end for the season, short-fed cattle now making up the bulk of the offerings, and at times cows were in unseasonably large proportion. Many fluctuations were reported, but the general price tendency was downward, although there were some exceptions.

Mid-December prices at Chicago for choice beef steers looked steady to \$1 lower than a month earlier, while high medium to low good worked \$1 to \$1.50 higher, although common to low medium showed 50 cents to \$1 decline. Most heifers were \$1 to \$2 lower. Good cows ruled 50 cents to \$1 lower, with common to medium steady to 50 cents lower, canners and cutters closing around steady. Bulls declined 50 cents to \$1, and vealers were \$1 to \$2 lower, heavy calves showing \$2 to \$3 loss.

Cattle fed less than 120 days are coming to market rather freely, while longer fed kinds eligible to the choice grade were mighty scarce. Feedlot operators prefer to market their holdings without too long a feeding period, buy replacements and within a short time again come to the market, thereby reducing the risk of a price break and

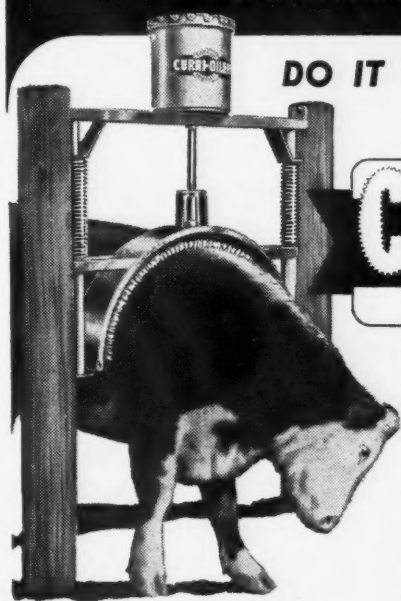


Mr. French

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at the same time turning their money oftener.

Feed is getting cheaper and also is abundant, so that feeders who also grow their own corn are in a mood to keep their feedlots fairly well filled. There should be a heavier run of cattle after the turn into 1947 as some have been holding back because of their large income in 1946. Many believe that the market has already hit the peak, and lower prices are in sight for late January and early February.

Dressed meat is not moving too freely in the retail shops as consumers are fighting prices and at the same time are complaining about the lack of quality. Dressed prices are far below the recent peak, and the demand should become more stable in the weeks ahead unless the industrial situation becomes worse than predicted.

Western ranges are in fair to good condition and in most areas feed is sufficient. Livestock is in satisfactory condition although in the section where early November storms were so severe cattle have not fully recovered the shrinkage of that period.

Low cost slaughter cattle, especially

canner to common grades, continue to sell freely to all interests, the recent advance in hide prices undoubtedly being responsible for this aggressive buying. The percentage of canners and cutters is on the decline, and bulls are not up to normal volume either.

Shipping demand continues good, while local interests, including national packers, show willingness to operate at current levels although they admit that meat no longer sells itself but requires plenty of effort on the part of the meat salesmen with the possible exception of the meager supply of choice.

#### Feeds

Wheat feeds, hominy feed, and alfalfa meal now are 110-117 per cent higher than pre-war. Gluten feed and distillers' grains are 122-123 per cent above pre-war, while brewers' dried grains are 204 per cent higher. Linseed meal is 160 per cent above pre-war, soybean meal 170 per cent, peanut meal 193 per cent and cottonseed meal 219 per cent above the 1935-39 average.

Disappearance of corn from the 1945 crop was the third largest on record at 2,846,000,000 bushels, about 50,000,000 bushels above the previous season, and

655,000,000 bushels more than the 10-year average, 1934-44. It is estimated that 2,594,000,000 bushels, excluding silage, forage, hogging and grazing, were used for feed during the 1945-46 season. Supplies of corn, grain only, from the 1946 crop are the second largest on record and estimated at 3,258,000,000 bushels.

During the third week of November the percentage of choice and prime beef steers out of first hands at Chicago fell down to 5.4 but increased to 8.6 the following week, while last year during the last week of November these grades made up 50.3 per cent. Medium and good combined made up 89.1 per cent of the supply the last week of November, as compared with 48.1 per cent a year earlier. Average cost of all grades stood at \$23.57 against \$16.92 a year ago.

Many of the chain stores still are in the cattle feeding industry and are using the resultant beef for their own outlet. Some of the contracted cattle were obtained anywhere from \$2 to \$3 below current levels and will go a long way toward paying the expenses of their feedlot operations.

Shipments of stocker and feeder cattle into the 11 Corn Belt states in November set a record for the month. In-shipments to eight Corn Belt states totaled 435,000, up 8 per cent from the previous November record made in 1945. There has been a near-record movement of cattle direct to wheat pastures in Kansas, and a heavy intrastate movement of cattle from the producing to feeding areas in Nebraska and South Dakota.

During November the prices of fat cattle continued to strengthen, prices of feeder cattle showed little change and the price of corn made a sharp seasonal decline. With the spread between fat cattle and feeder cattle much the widest on record, and with corn supplies abundant and only a little higher in price than a year ago, indications are that a record number of cattle will be fed in the Corn Belt during the next six months. Outside of the Corn Belt, feeding operations will fall below a year ago.

While feedlot operations outside of the Corn Belt are down, there is an increase in wheat-pastured cattle. California and Oregon are expected to show an increase, the gain in California now estimated at 10 per cent. Feeding in Colorado will be down sharply despite considerable late buying of replacement stock.

Profits have been highly satisfactory in most instances recently from cattle feeding operations, although there have been occasional sales contrary to the general trend. One string of fat steers recently marketed at \$27.50 cost \$16.00 as feeders, but often the gross margin was not that high. Due to the recent storm, some short-fed heifers expected to net a profit of \$1,000 to \$1,500 showed a loss of over \$700 as owners were forced to market ahead of schedule.

Although some feedlot operators are after fleshy cattle with weight which

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can be marketed after a short feeding period and be attractive enough to sell near the top of the market, the general demand has been for yearlings and calves—especially for calves. For the five months July through November shipments of feeder calves from four leading markets were nearly 50 per cent larger than a year ago.

Composite average cost of stocker and steers at Chicago, Kansas City, Omaha and St. Paul for the month of November figured \$16.19, standing \$3.18 higher than a year ago, while the July through November composite average stood at \$16.08, and \$12.73, respectively. During the last week of November, the upturn as compared with a year ago ranged from \$2.69 on common to \$6.24 on choice beef steers.

Hog prices are working lower without any sharp decline at any one time. The softening of prices may be considered seasonable, especially with slightly more hogs available and due to come to market within the next month or two. Further declines are expected, but the market has a relatively firm undertone, judging from the support given to the trade on every break.

There was a seasonal letup in sheep and lamb receipts, and demand was equal to the supply so that as a rule the market was active. Considerable price strength developed in early weeks, but the market reacted on late days. Fed western lambs are now constituting the bulk of the receipts as the season for straight range lambs has passed. To date there has been little marketing out of Colorado feedlots although the movement should be well established late in January.

There was a big shifting around of lambs in the Kansas-COLORADO wheat pasture area as a result of the deep snows of early November, and it appears as though the number of lambs finished on wheat pastures will not be greatly different from last year. Feedlot operations are far below those of last year. There will be a sharp reduction in Colorado and the Scottsbluff area of Nebraska-Wyoming.

Shipments of feeder lambs into the Corn Belt states were smaller in November and the smallest for the month since 1941. Although the feeding situation is uncertain, indications on Dec. 1 pointed to an increase in Indiana, Iowa and Missouri; not much change in Ohio, Illinois, and Michigan; some decrease in Wisconsin, and sharp decreases in Minnesota and Nebraska.

Feeding outside of the Corn Belt will be lighter except in Texas and Oklahoma where there will be some increase because of the large number on wheat pastures. The decreases in the Rocky Mountain states are expected to range from 35 to 50 per cent. Fewer lambs are on feed for market in California despite the record number shipped into that state this fall.

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Another group are sired by Onward Star, a son of WHR Jupiter Domino 110th, the top bull of the WHR sale a few years back. Their half-brother was Reserve Champion at the 1946 Iowa Hereford Association Sale.

Another group are sired by Real Domino 13th, a grand-son of Kimberling's Real Prince Domino 24th.

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READERS! Send in items and help us dish up this column...

AN AP release states that some legislation may be expected to stimulate the lagging domestic wool industry, when the next Congress convenes. Although special Senate committees were abolished under the reorganization bill, Republican leaders have said the revival of special wool and silver committees would receive consideration.

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work stock is on the decrease with very little demand except for purchases for UNRRA export, Wayne Dinsmore, secretary of the Horse and Mule association, told the American Society of Animal Production at its recent annual meeting. Pointing out that shortage of labor on farms and high wages account in large measure for the decline in work horses, Mr. Dinsmore stated that with the farms stripped of young men during the war, tractors were used more and horses less.

RECENT estimates on world cattle numbers disclose that there were 710,000,000 head at the close of the war—2 per cent fewer than the pre-war total. The largest losses are reported in Russia and other countries of Europe. Sheep numbers showed a 4 per cent drop from 1939 to the end of 1945, when there were about 720,000,000 head. Post-war declines were shown by Australia, South Africa, the United States and European countries.

CATTLE insect control conferences held in Oklahoma and Wyoming during October brought out the fact that the quantity of rotenone which should be available for use in this country in the coming year will be substantially the same as in 1942. With this quantity, it is believed the amounts that can be made available for cattle grub control will be considerably greater than used in the preceding year.

### INTERNATIONAL CHAMPIONS

In the recently held International Exposition at Chicago, the champion Hereford bull of the show proved to be Royal H. Domino 43d, a June, 1944, calf produced and shown by Fred C. DeBerard of Kremmling, Colo. . . . Eileenmere 500th, from Illinois breeder Garrett Toland's Angus herd, took the high honors for "Blacks." . . . The Shorthorn champion was a white bull from Sni-A-Bar Farms, Grain Valley, Mo.

Phyllis Bonnater of Keswick, Ia., drew the championship award in the junior fat steer contest with a 1,260-pound Hereford.

Other noteworthy animals shown at the International included Baca Duke 2d, a Hereford from Albert Noe's Farms at Pulaski, Tenn., which took the reserve championship, and WHR Ladymix 19th, a Wyoming Hereford Ranch entry from Cheyenne which took a purple ribbon.

### DENVER SHOW PLANS HUMMING

John T. Caine III, manager of Denver's National Western Stock Show, to be held Jan. 10-18, reports plans for that event are spinning right along. Single entries, on which the closing date was Dec. 11, outnumbered those for any previous show, but plans have now been completed for housing all the stock represented.



Mr. Caine

Junior activities will include a junior fat cattle show. Over 700 steers are entered in the junior division; more than 135 head of sheep and some 82 hogs have also been booked.

In addition to the Hereford, Angus and Shorthorn classes, Palomino and Quarter Horse showings will be importantly featured in the National Western.

### Southwestern Livestock Show

Among the shows billed for spring of 1947 is the southwestern Livestock Show, scheduled for Mar. 25-30 at El Paso, Tex. This 18th annual exposition offers premiums of approximately \$15,000 and includes, besides professional breeders and junior exhibitors as in the past, the opening of the senior divisions to professional sheep breeders as well as beef breeders.

Among national organizations that will participate are the American Aberdeen-Angus Breeders, American Shorthorn Breeders and American Corriedale associations, as well as the Texas Palomino Exhibitors and American Quarter Horse associations. Members of the Future Farmers of America and 4-H clubs are also expected to play a large part in the show and rodeo.

### Shows Advantage of Meat Diet

A novel display put on by the National Livestock and Meat Board at the recent International Live Stock Exposition in Chicago was one in which were lined up typical dinners of India and China, Australia and the United States. The display suggested that a diet high in animal products with a high percentage of the protein derived from meat is conducive to a better physical condition and longer life, since average heights and weights of the men of Australia and this country are higher than for the people of India and China. Life expectancies are also higher, being 65 years in Australia, 64 in the United States, 30 years in China and 27 years in India.

Outstanding Northern Nevada ranch, good water and range, fine meadows, completely power equipped, well improved, includes 2,700 quality cattle. Nets up to \$50,000. Priced well below market. H. M. Rice, 58 Sutter St., San Francisco 4, Calif.

AMERICAN CATTLE PRODUCER



## AT THE GREAT WESTERN

In the Great Western Show at Los Angeles, Milky Way Ranch of Phoenix, Ariz., took top price honors with a bid of \$6,500 for MW Prince Domino 13th, junior and grand champion, when sold to Long Meadow Ranch at Prescott. MW Larry Domino 47th, senior and reserve champion bull from the Milky Way consignment, brought \$4,000, going to Cliff

Robertson of Yerington, Nev. Wyoming's Bar 13 Ranch took the senior and reserve award for females with its Bar 13 Conquest 60th.

Grand champion steer of the show was an 850-pound Hereford shown by Jack McArthur of San Antonio, Tex. The steer, Royal Essar, Jr., brought a \$3-a-pound price when sold at auction to a Los Angeles packinghouse.

### Stockmen's BOOKSHELF

Miscellaneous Publication No. 596, released by the Soil Conservation Service, USDA, treats of the subject "Our American Land! The Story of Its Abuse and Its Conservation." Copies are for sale at 10 cents from the Superintendent of Documents, U. S. Government Printing Office, Washington, D. C.

The (Old) Farmer's Almanack for 1947 is now available for 25 cents. In its 155th continuous year of publication, the little volume is again packed full of innumerable bits of information about fish and game; postal laws; holidays; frosts; hints; recipes; weather; tide; sun, planet, and moon predictions.

The editors of Look magazine have prepared, and McGraw-Hill Book Company of New York has published, the story of petroleum in war and peace under the title "Oil for Victory." The text is copiously illustrated. \$3.50.

### NEW ITEMS

One building materials firm announces the availability of aluminum corrugated

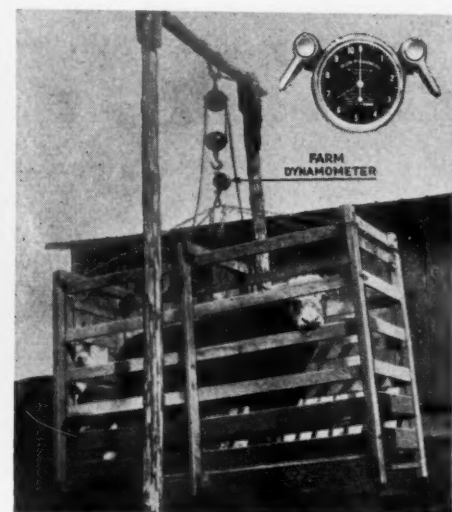
roofing sheets that are claimed to be 80 per cent thicker than ordinary steel corrugated sheets, yet lighter in weight.

The coating of DDT which helped keep the Cow Palace in San Francisco—scene of the November, 1946, Grand National Livestock Exposition—free from the millions of flies that ordinarily infest such a concentration of livestock could be measured by the hundreds of pounds (600, to be precise), mixed with 2,000 gallons of water. This application, via high-pressure power sprayer, served to cover effectively, for the 10-day duration of the show, the 400 horse stalls in the main building, 200,000 square feet of cattle, hog and sheep pens under 12 main tents and 100,000 square feet of corals in the open stockyards.

Announcement has come from the president of the Ford Motor Company that that concern is going to organize a new company to manufacture and distribute farm implements and machinery. Present owners of Ford products have been assured that the company's farm equipment now in use will be adaptable for the tractors which will be made under the new set-up. The arrangement whereby Ford worked with Harry Ferguson, Inc., on that firm's tractor output has been discontinued, and Ferguson is declared to have completed plans for manufacture of its product in the British Isles.



The U. S. Rubber Company's release on the handy item pictured here points out that now "you can put all your eggs in one basket with less danger of breakage." The newly developed rubber-covered egg basket has a base of heavy steel wire; the rubber coating serves both to protect the eggs and to prevent corrosion of the metal.



The Dynamometer shown in the inset weighs cattle and other livestock. It operates on the "bending of a beam" principle.



NIAGARA BHC Spray and Dip kills lice and their eggs, also ticks, mites and many other pests DDT won't touch. This is the great new English discovery you've read about, Benzene Hexachloride. Powder form; mix with water. 4-lb. bag makes 100 gallons of dilute spray.

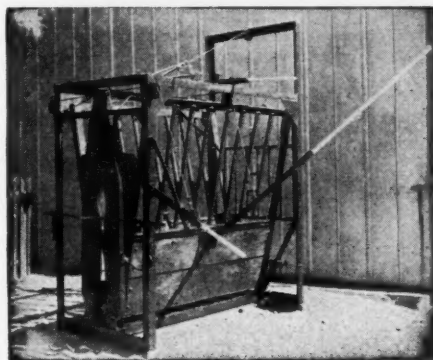
24-lb. Carton **\$13.80**  
(six 4-lb. bags)  
4-pound bag **\$2.75**

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## PERSONAL MENTION

The list of office visitors in the past month included W. A. Braiden of Mt. Morrison, Colo. The former owner of the T-Bone Ranch at Antonito, Colo., came in to make arrangements to attend the Golden Anniversary Convention. Mr. Braiden, it is worth noting, was one of the delegates to that first convention back in 1898. . . . Another caller was "Casey" Jones, Salt Lake City, secretary of the National Wool Growers. Mr. Jones was on his way back from the meeting of the Texas Wool Growers and planned to remain in Denver until Dec. 19th for the Joint Public Lands Committee meeting. . . . Byron Wilson, secretary of the Wyoming Wool Growers, was also returning from the Texans' meeting when he stopped in. . . . Cy Denman, of the National Association of Food Chains in Washington, was also returning to his headquarters following a meeting—this one of the American Farm Bureau, held in California.

A December press release names Dan H. Hughes of Montrose, Colo., chairman of the Joint Public Lands Committee, as under consideration for the federal post of director of land management, Interior Department.

The USDA has announced names of personnel on its newly formed wool advisory committee. Included on it are Ray Willoughby of San Angelo, Tex., a member of the Texas Sheep and Goat Raisers Association, which he led in 1945, and vice-President of the National Wool Growers Association; and J. B. Wilson, McKinley, Wyo., secretary of

the Wyoming Wool Growers Association, who is also an active member of the national group and chairman of that organization's legislative committee.

F. A. Beuck, brand commissioner, Colorado State Board of Stock Inspection, was a pre-Christmas caller at the association office in Denver; came in to help fix up a friend's reservations for Phoenix. Mr. Beuck will shortly retire from his post as brand commissioner to give all his attention to his private ranching interests; he will be succeeded by Ed Paul of Saguache, Colo., where he served for many years as sheriff.

G. D. Pickford, for the past two years assistant in the division of wildlife and range management of the Forest Service regional headquarters, Denver, Colo., is being transferred to Steamboat Springs, Colo., as supervisor of the Routt National Forest. He will succeed Charles E. Fox, transferred to the California regional forester's headquarters at San Francisco, in the division of information and education.

A signal honor has been conferred upon Will J. Miller of Topeka, secretary of the Kansas Live Stock Association, with his election to the office of president of the United States Livestock Sanitary Association. Mr. Miller has for the past seven years been the livestock sanitary commissioner of Kansas.

Bradley Quinn, owner of CBQ Ranch near Fresno, California, has donated his valuable herd of Herefords to the San Joaquin Valley Agricultural College for the benefit of the animal husbandry department.

Chester B. Morse, assistant regional forester in charge of recreation and

## HOW THE 'PRODUCER' GOT STARTED



C. A. Myers

W. Tomlinson, was given the job of establishing the publication, which he did with the assistance of the late James E. Poole and "others of like ability;" by June of 1919 Volume I, Number I, appeared and on the 11th of that month the PRODUCER was entered at the Denver Post Office as second-class matter. Mr. Jenkins recalls also that at the 1920 convention, one year after the magazine's inception, a resolution pledged support to the publication and expressed "satisfaction" with the manner in which it was being conducted.

Enlarging somewhat on the brief mention made in last month's PRODUCER, Perry W. Jenkins of Salt Lake City, co-author (with Charles A. Myers of Evanston, Wyo.) of the resolution responsible for the birth of the magazine, writes that in 1919 it was, and had been for some time, "apparent to many of us that a great need of our association was an organ to convey the thoughts of the convention to the whole membership and discuss topics of vital interest to the cattlemen." Ike Pryor was the president at that time and the secretary, T.



P. W. Jenkins

AMERICAN CATTLE PRODUCER



lands for the California region during the past 10 years, whose retirement became effective Dec. 31, will be succeeded in the post by Millard M. Barnum, his assistant. Mr. Morse has been continuously with the Forest Service for 40 years, and the new recreation chief has been with the service since 1918.

The December number, New Mexico Stockman, carries a story on the New Mexico Boys Ranch in northern Socorro County—a project planned as a preventive program of boy training “that would give problem boys from all over the state direction and guidance and equip them to earn a living and become useful citizens.” Founder of the “Flying B R” is Charles Minton, and a large measure of assistance has come to the youngsters from other contributors; numbered among these is a past president of the American National—Albert K. Mitchell of Albert, N. M., who gave the ranch some good cattle for their foundation herd.

J. A. Gorman of the University of Wyoming animal production department, addressing members of the Horse and Mule Association at Chicago on Dec. 4, told the group that the practice of actually testing out horses for disposition and ability to work behind cattle before placing them in the breeding band is in growing use on larger ranches. Western horsemen, he explained, realize that these qualities are inherited just the same as physical characteristics, and ranchers now know that constructive training plays a part but that horses with good dispositions and nervous temperament are easier to train and less likely to blow up on occasion.

In a statement before the semi-annual meeting of the National Live Stock and Meat Board at Chicago, Dec. 6, R. C. Pollock, general manager of the board, declared that 1946 is the sixth consecutive year of a period in which the production of meat per person has been greater than in any other six-year period in the history of the livestock and meat industry of the country. During the period 1941-46 an average of 164 pounds of meat per capita was produced, as compared with 128 pounds in the six preceding years, 1935-40. “During the past six years,” stated Mr. Pollock, “our total production of meat has averaged nearly 22½ billion pounds annually, or 35 per cent above the 1935-40 period.”

Two appointments of interest in western livestock and agricultural circles have been announced by the Union Pacific: J. H. Beckwith becomes agricultural agent with headquarters at Omaha, Nebr., and E. F. Spencer is the new agricultural agent with headquarters at Denver, Colo.

**Remember the March of Dimes  
This Month!**

January, 1947

## Obituaries

Edwin L. Dana, one of the best known stockmen in Montana and Wyoming, has succumbed to a year's illness at the age of 82 in his Great Falls, Mont., home. Pioneer Dana was born in California but was taken east by his family when two years old. He purchased his first herd of cattle in 1887 in Wyoming and had retained active connections with the livestock and ranching industry from that time. He had in more recent years owned and operated the Dana Cattle Company and had large ranch holdings at Cascade, Mont. His 2A ranch was sold some years ago to Miller Land and Livestock Company.

Mr. Dana was a former president, and, at the time of his death, an honorary president of the Montana Stockgrowers Association.

George H. Cross, 92-year-old former Wyoming state senator and the oldest member of the Wyoming Stock Growers Association, passed away early in December at Douglas, Wyo. Death followed a brief siege with pneumonia. Mr. Cross, born in Montreal, Canada, came to Colorado Territory in 1874 to herd cattle; subsequently he established and operated for 62 years his Braehead Ranch, building up a large herd of Short-horns.

D. H. Wilson, 82, pioneer Wyoming cattleman, died Nov. 29. Born in Kansas, he moved to Meeteetse, Wyo., in 1881 at a time when few ranches were established in the Big Horn Basin. Mr. Wilson founded the old town of Meeteetse on Meeteetse Creek and was its postmaster till it was moved to its present site on the Greybull River.

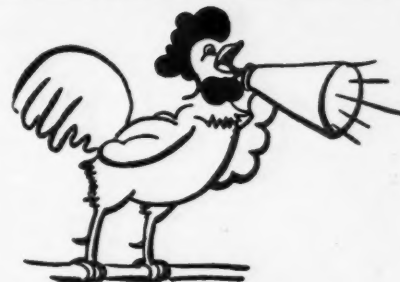
A stockman long prominent in the activities of the Nebraska Stock Growers Association, A. O. Coleman, passed away late in November at Valentine, Nebr. For 48 years a resident of Cherry County, Mr. Coleman had in recent years made his home at Valentine, although continuing to direct the affairs of his ranch. He was born in 1862 in Dayton, O., and had lived as a young boy in Iowa.

Dillard French, for many years a member of the Oregon association, passed away recently while seated in his car near his home. Active in Morrow County ranching the greater part of his lifetime, Mr. French had never retired from full participation in those interests.

Montana Stockgrower reports the death of Ward Bratten, Winnett, Mont., Nov. 5, following a brain operation. Mr. Bratten had been a member of the Montana Stockgrowers Association for many years.

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FOR MEN!  
& WOMEN!  
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First time at anywhere near this low price! Authentic replica of romantic western saddle. Hand-somely formed from solid Sterling Silver by Navajo Indian craftsmen. Massive style for men, dainty style for women. A gift of distinction. A pleasure to wear. Sent on approval.  
**SEND NO MONEY!** Just clip this ad and mail with your name and address. Pay postman only \$4.95 plus few cents postage on arrival; or send cash and we pay postage. Wear this sensational ring for 10 days. If not delighted, return for full refund. Specify for MAN or WOMAN and RING SIZE. Use cut-out band to determine size.  
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3400 A.—SIOUX COUNTY RANCH. 90 A. farmed. Some mowable native grass but mostly black-root. Fenced into several pastures. Watered by White River and 4 mills, 3 large supply tanks. Good shelter, 1/2 section wood for lumber and burning. Fair buildings, water in house, phone, near school, R. R., mail and oiled highway. \$12 per acre cash except \$10,400 federal loan. Possession May 1 but arrangements could be made for feed and care for 200 head young stock if wanted.

Write or see, Geo. Carpenter, Agent, Morrill, Nebr., or A. D. Utter on ranch at Andrews, Nebr.

## FARM EQUIPMENT

**FLAME THROWERS:** Burn weeds, heat tanks, thaw pipes; necessary farm equipment. **AER-OIL BURNERS:** 2-gallon tank, \$16.50; 4-gallon, \$22.00; 5-gallon, \$27.25; sprayer attachment, \$3.50. **DOBBINS,** 4-gallon, \$16.43; **SUPER-FLAME,** 3-gallon, \$18.95; postpaid. Western Seed Company, 1425 15th St., Denver, Colorado.

**BILL BAZOOKA** proudly announces the adoption of the famous Salisbury 600 engine as standard power unit for the Bazooka auger type grain loader. A 6 h. p. engine weighing only 56 lbs.! Ask your dealer about our Bazooka Rainbow Unit. Wichita Supply & Mfg. Company, 318 W. Waterman, Wichita 2, Kansas.

**"HOW TO BREAK AND TRAIN HORSES"**—A book every farmer and horseman should have. It is free, no obligation. Simply address Beery School of Horsemanship, Dept. 1441, Pleasant Hill, Ohio.

**MOUNTED STEER HORNS,** six-foot spread, for sale. Free photo. Lee Bertillion, Palestine, Texas.

## Are You Keeping Up

with the latest developments in your field? Here's a group of magazines that specialize in a particular subject:

### Livestock

American Cattle Producer, \$1; Arizona Stockman, \$1; Southern Livestock, \$1; The Sheepman, \$1; Polled Hereford, m., \$2; Pacific Stockman, \$1; Western Livestock Reporter, w., \$1.50; Hog Breeder, \$2; Sheep Breeder, \$1; Coastal Cattleman, \$1; Chester White (hog) World, \$1; Berkshire (hog) News, \$1.

### Horses

Horse (breeding, schooling, training, sports). \$5; Rider & Driver (horses, sport, pleasure). \$5; Spokesman and Harness World (3 yrs. \$2), \$1; Eastern Breeder, \$2; Ranchman (Quarter-Horse), \$1.

### Bees

Gleanings in Bee Culture, \$1.50; Beekeeper's Item, \$1; American Bee Journal, \$1.50.

### Farming

The Country Book, \$1; Farmers Digest, \$2.

### Pigeons

American Pigeon Journal (squab fancy). \$1.50.

### Poultry

Cackle & Crow, \$1; Poultry Billboard, m., \$1.

### Rabbits

Small Stock (rabbits, cavies, exclusively), \$1; American Rabbit Journal, \$1; Rabbit News, m., \$1; California Rabbit, m., \$1; Intern. Comm. Rabbit Journal, m., \$1; Rabbit Raiser, m., \$1; American Angora Rabbit, m., \$1; American Small Stock Farmer, m., \$1.

### Fruit

Better Fruit, \$1; Eastern Fruit Grower, \$1.

### Other Specialties

Modern Game Breeding (pheasants), \$3; Canary Journal, \$2; Canary World, \$1.50; Dairy Farmer's Digest, \$1; Game Breeder and Sportsman, \$2.50; Tallwagger, m. (dogs), \$2.50.

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Complete with set of figures 1 to 10, bottle of ink and full instructions, all for \$4.00, postpaid. Ear tags and complete line of supplies. Write for free catalog.  
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(Continued from Page 4)

**ALL'S WELL**—Just a line to renew my subscription—I couldn't handle stock without the PRODUCER. We have lots of feed and grain. Most corn is being pastured off in fields by cattle, hogs and sheep. Corn yield in South Dakota is high; best I have heard of is 74 bushels per acre. Lots of fall moisture. Central South Dakota has done well all around this year, with lots of hay, range, grain and water.—**JOHN L. HARRISON,** Hughes County, S. D.

**UNUSUAL WEATHER IN CALIFORNIA**—Up to the present time we have had far in excess of normal rainfall in southern California, with ideal growing weather. I probably will be present at the convention.—**J. H. RUSSELL,** Ventura County, Calif.

## THERE'S STILL TIME

Some of the PRODUCER's readers have once again this year taken occasion to send the magazine as a Christmas gift to friends or relatives. . . . Apropos of this, it isn't too late to enter gift subscriptions as a memento of the New Year as well.

**AN EARLY WINTER**—Winter started early here. Now it is pouring down rain and we have eight inches of snow already. Enclosed is check for my usual contribution. We figure it's money well spent. The American National is doing a great service to the meat producers of the United States and the work is not yet finished. From here, it is over 3,200 miles for the round trip to Phoenix—a long car ride in the dead of winter. (At least, the north end seems long.) With good health, we hope to be with you for next year's convention.—**JOHN H. HANSON,** Bowman County, N. D.

**GOOD PASTURE**—We have had a very mild winter so far. Wheat pasture is good in most parts.—**L. G. CORBETT,** Britton, Okla.

## F.E.M. (Continued from Page 28)

clear that there can be no long-time program of government support prices which is not accompanied by government control of production.

A host of northern cattlemen are preparing to emulate the example of the birds and fly south. Registration for the Phoenix convention already is at an all-time high. Not every one can get the kind of accommodations he would like, but interest is high and sleeping accommodations a secondary consideration.

If you don't go to Phoenix for the 50th anniversary convention you'll wish you had done so!

## CALENDAR

Jan. 8-10—50th ANNUAL CONVENTION, AMERICAN LIVE STOCK ASSOCIATION, AT PHOENIX LAST CALL.  
Jan. 10-18—National Western Stock Show, Denver, Colo.  
Jan. 15—Midwinter meeting, Colorado Stock Growers and Feeders Assn., Denver.  
Jan. 15—Annual meeting, Rocky Mountain Quarter Horse Assn., at Denver.  
Jan. 22-26—Tucson Livestock Show, Tucson, Ariz.  
Feb. 3-5—12th North American Wildlife Conference, San Antonio, Tex.  
Feb. 4-5—44th annual convention, New Mexico Wool Growers Assn., Albuquerque.  
Mar. 5-16—Ft. Worth Stock Show, Ft. Worth, Tex.  
Mar. 10-11—33rd annual convention, New Mexico Cattle Growers Assn., Albuquerque.  
Mar. 11-13—Kansas Livestock Assn. annual convention, Wichita.

## WHOLESALE DRESSED MEATS

	New York	Dec. 17, '46
Steer & Heifer, Ch.	\$42.00-48.00	
Steer & Heifer, Gd.	37.00-42.00	
Cow—Commercial	25.00-28.00	
Veal—Choice	28.00-40.00	
Veal—Good	26.00-36.00	
Lamb—Choice	38.00-42.00	
Pork Loin—8-12 lbs.	38.00-40.00	

## CHICAGO LIVESTOCK PRICES

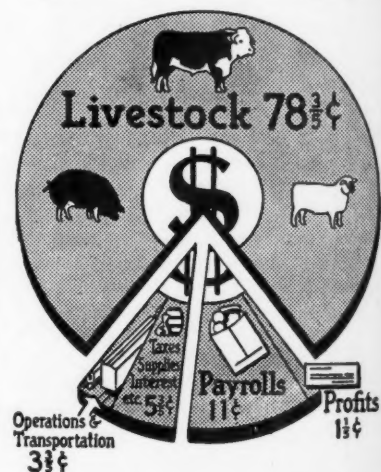
	Dec. 17, '46	Dec. 18, '46
Steers—Choice	\$28.00-35.00	\$17.00-18.00
Steers—Good	23.00-31.00	15.00-17.50
Steers—Medium	15.00-24.00	11.75-15.50
Vealers—Gd.-Ch.	17.50-23.00	14.50-15.50
Calves—Gd.-Ch.	13.50-16.50	12.00-14.00
F.&S. Steers—Gd.-Ch.	16.50-19.00	12.75-14.75
F.&S. Strs.—Cm.-Md.	12.50-16.50	9.50-13.00
Hogs—200-240 lbs.	22.50-23.50	14.85 only
Lambs—Gd.-Ch.	23.00-23.35	14.35-14.60
Ewes—Gd.-Ch.	7.25- 7.50	6.50- 7.25

## COLD STORAGE HOLDINGS

(In thousands of pounds)

	Dec. 1 1946	Nov. 1 1946	Dec. 1 1945	Dec. 1 1945
Frozen Beef	90,179	56,571	154,576	129,915
Cured Beef	5,245	3,568	12,796	12,699
Total Pork	194,744	130,277	235,894	315,836
Lamb, Mutton	15,308	10,531	15,394	19,686
Lard & Rend.				
Pork Fat	38,913	27,250	59,349	102,954
Total Poultry	308,582	260,526	320,745	230,587

## The MEAT DOLLAR



Here's what becomes of the average dollar received by American meat packers. It represents dollars received from the sale of meat and from all other sources, including sales of by-products and non-meat items, such as poultry, dairy products, cleansers and soaps. Based on government figures, the portions of the divided dollar are typical of the industry in recent years, slight variations occurring from year to year, according to the American Meat Institute.

AMERICAN CATTLE PRODUCER